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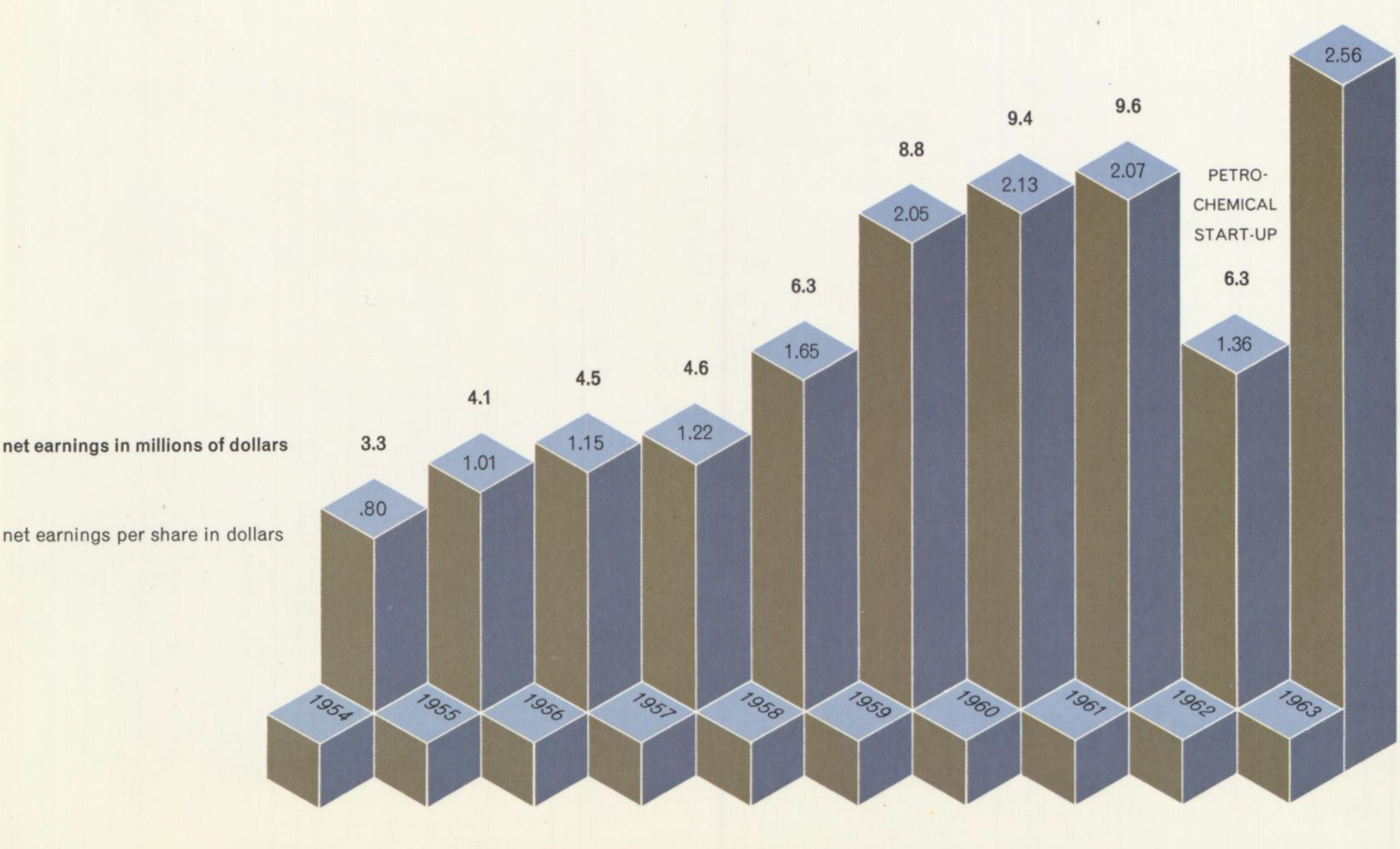
CORPORATION FILE

Rexall has diversified into the rapidly growing fields of petrochemicals, packaging, Tupperware and ethical drugs. Rexall has become a significant factor in each. This broad diversification accounts for the majority of company earnings. Rexall's position in these fields provides both an opportunity for further growth from within and advantageous platforms for expansion into related areas. This Special **Annual Report for 1963** shows the new **Rexall Drug & Chemical Company.**

Rexall ten year earnings summary



board of directors

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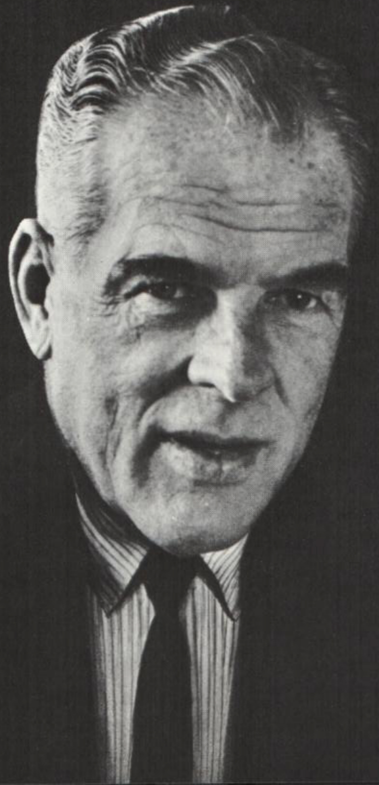
president's message



TO THE STOCKHOLDERS:

EARNINGS: ALL-TIME RECORD

Net earnings of your Company and its consolidated subsidiaries in 1963 were $11,951,000, equal to $2.56 a share, compared with $6,318,000, equal to $1.36 a share in 1962 as adjusted for the 1963 stock dividend. These figures include a gain of 25 cents a share, from the sale of a portion of Consolidated Thermoplastics Company stock to El Paso Natural Gas Products Company, compared with a similar gain of 18 cents a share in 1962. A slightly larger gain will result in 1964 from the exercising of the final option by El Paso Natural Gas Products Company, bringing their ownership in Consolidated Thermoplastics up to 50 percent.

SALES

Consolidated sales for your Company in 1963 were $280,511,000 as compared to $280,850,000 for the year 1962. Sales improvements in other divisions of your Company were offset by our decision in 1962 to further contract our retail operations. In 1963, 30 retail stores were eliminated and the Blum's chain was sold.

PETROCHEMICALS

In spite of continuing price pressures, your Company's joint venture conventional polyethylene plant operated at a small profit for the year 1963. Process improvements that will result in a greater capacity with minor capital expenditure will further improve the profitability of this operation in 1964 and 1965.

Your Company's new 30 million pound joint venture polypropylene plant was substantially completed by year end. Preproduction expenses for this unit were charged against 1963

1 • **John Bowles**
President, Rexall Drug Products Group

2 • **Ernest R. Breech**
Chairman of the Board of Directors of Trans World Airlines, Inc.; Director of Ford Motor Company and other companies

3 • **Donald H. Brewer**
President, Packaging Group

4 • **John C. Cornelius**
Director and Member of the Executive Committee of the American Heritage Foundation, Director of Red Owl Stores, Inc., and other companies

5 • **George J. Daly**
Vice President, Accounting

6 • **Justin Dart**
President

7 • **Alfred M. Gruenther***
General, U.S.A. (Ret.); Director, Pan American World Airways, New York Life Insurance Company; Member of the Executive Committee of the Atlantic Council

**Elected February 25, 1964*

8 • **Roland F. Hallett**
Vice President and Treasurer

9 • **Ralph M. Knight**
President, Chemical Group

10 • **F. Thatcher Lane**
Director of Curtiss-Wright Corporation, Royal McBee Corporation, and other companies

11 • **George L. Maison, M.D.**
Vice President, Ethical Drug Group

12 • **Stanley M. Rumbough, Jr.**
Management Consultant; Director Bowmar Instrument, Wallace Clark and Company, and other companies

13 • **James E. Shelton**
Chairman Emeritus and Director of Security First National Bank, Los Angeles; Director of Southern California Edison Company, and other companies

14 • **Holmes Tuttle**
President and Director of Holmes Tuttle Ford Sales, Inc., Beverly Lincoln-Mercury, Inc., Los Angeles

15 • **Hamer Wilson**
President, Tupperware

HONORARY DIRECTORS

16 • **Earl E. Anderson**
Vice President, Chairman of the Executive Committee and Director of Beech-Nut Life Savers, Inc.; Chairman of the Board of Directors of Drilling and Exploration Co., Inc.

17 • **Paul A. Draper**
Chairman of the Board of Directors of Draper & Company, Inc.; Director of Draper Brothers Co.

EXECUTIVE COMMITTEE

Justin Dart, *Chairman*
Ernest R. Breech
Alfred M. Gruenther
James E. Shelton
Holmes Tuttle

AUDIT COMMITTEE

James E. Shelton, *Chairman*
Ernest R. Breech
Holmes Tuttle

STOCK OPTION COMMITTEE

John C. Cornelius, *Chairman*
Holmes Tuttle
James E. Shelton

INCENTIVE COMPENSATION COMMITTEE

Ernest R. Breech, *Chairman*
James E. Shelton
Holmes Tuttle

OFFICERS

Justin Dart
President

Norbert Baillen
Vice President

Robert T. Beattie
Vice President

John Bowles
Vice President

Donald H. Brewer
Vice President

George J. Daly
Vice President

Roland F. Hallett
Vice President and Treasurer

Ralph M. Knight
Vice President

George L. Maison, M.D.
Vice President

Richard A. Parker
Vice President

Hamer Wilson
Vice President

Benjamin H. Dorman
Secretary and Corporate Counsel

Russell K. Bolton
General Counsel

earnings. Further start-up costs will be charged as incurred in 1964. We believe this unit will become profitable in 1965.

Additional new petrochemical ventures are under intensive study at this time.

FOREIGN DEVELOPMENTS

Investment and profit opportunities for your Company's manufacturing operations are extensive throughout the world and we are therefore vigorously pursuing them. Approximately 25 percent of your Company's operating income in 1963 was realized from foreign sources and we estimate more than 30 percent of 1964's operating income will be earned abroad.

Ethical Drugs—Riker Laboratories

During the year, your Company purchased ethical drug manufacturing and distributing operations in Mexico and Australia, and is negotiating for the purchase of a French ethical company. These additions will provide laboratory facilities for the local production of Riker products developed in our research facilities in the United States and the United Kingdom. These acquisitions also increase your Company's sales forces, thereby enabling the better introduction of Riker products to doctors in these areas.

Tupperware Home Parties

Tupperware's continued foreign growth has made it necessary for your Company to install several new plants during the year. A plant was built and equipped in Cowansville, Quebec, Canada to serve the growing Canadian market. A large plant was purchased in England and is now being equipped to service the United Kingdom and the other countries in the European Free Trade Association, or "Outer Seven," which includes Scandinavia, Switzerland, Portugal and Austria. This addition will make the entire production of the Company's Belgian plant available to serve the rapidly growing European Common Market countries. Market tests in Japan indicate the ready acceptability of Tupperware in that country. Studies are now underway for the establishment of a plant in Japan later in 1964. Other foreign markets are under intensive study.

Plastic Packaging

Your Company acquired late last year the largest plastic bottle producer in the Benelux countries. This company, together with our previously established English Imco operation, places us in a good position to serve the expanding European plastic bottle market. In addition, it enables your Company to manufacture and distribute at the lowest possible cost the many new plastic packaging specialities now being developed.

BOARD OF DIRECTORS

General Alfred M. Gruenther was elected to your Board of Directors and to its Executive Committee in February, 1964.

His distinguished record in Paris as Chief of Staff of SHAPE and Supreme Allied Commander for Europe as well as being President of the American National Red Cross is well known to all. He is also a director of Pan American World Airways and New York Life

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the year in brief

	1963	1962
OPERATIONS		
Net Sales	$280,511,000	$280,850,000
Net Earnings	$ 11,951,000	$6,318,000
Per Share	$2.56	$1.36*
NUMBER OF SHARES		
Average During Year	4,668,703	4,660,741 *
Outstanding at Year End	4,672,500	4,664,069*
AT YEAR END		
Current Assets	$128,514,000	$125,403,000
Less: Current Liabilities	$ 40,151,000	$ 39,375,000
Working Capital	$ 88,363,000	$ 86,028,000
Long Term Debt	$ 60,380,000	$ 62,984,000
Stockholders' Equity	$109,660,000	$ 99,970,000
Per Share	$23.47	$21.43*
DIVIDENDS—PER SHARE		
Cash	$0.50	$0.50
Stock	3%	3%

**Adjusted for three percent stock dividend issued in March 1963.*

Insurance Company.

General Gruenther's intimate knowledge of Europe as well as of the other countries of the Free World will make him particularly valuable because of our rapid expansion abroad.

George Daly, former Chief Executive Officer of Elgin National Watch Company, who joined us two years ago as Vice President for Profit Planning and Accounting, was also elected to your Company's Board of Directors.

DIVIDENDS

The Company continued its regular quarterly cash dividends totalling 50 cents a share during 1963. For the sixth consecutive year, the Board of Directors voted a stock dividend of 3 percent, paid March 6, 1964 to stockholders of record on January 14, 1964.

SPECIAL ANNUAL REPORT

In a short period of time your Company has substantially altered the character of its business. The image of Rexall as primarily a drug products manufacturer is no longer valid. We have expanded this year's Special Annual Report to bring you a picture of the new Rexall—its activities and its opportunities.

OUTLOOK

The outlook for 1964 continues to be very favorable. The Company's major domestic operations are forecasting improvements in sales and earnings for 1964, and our expanding foreign operations are forecasting even greater increases.

Respectfully submitted,

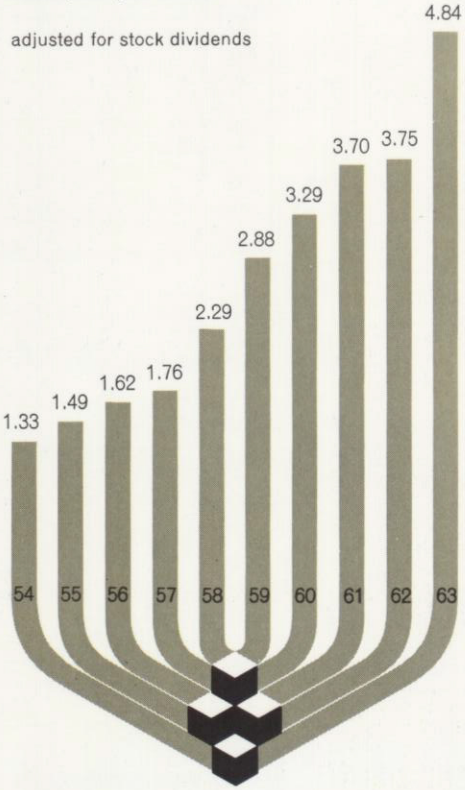
Justin Dart

Justin Dart, *President*

March 16, 1964

cash flow per share

adjusted for stock dividends

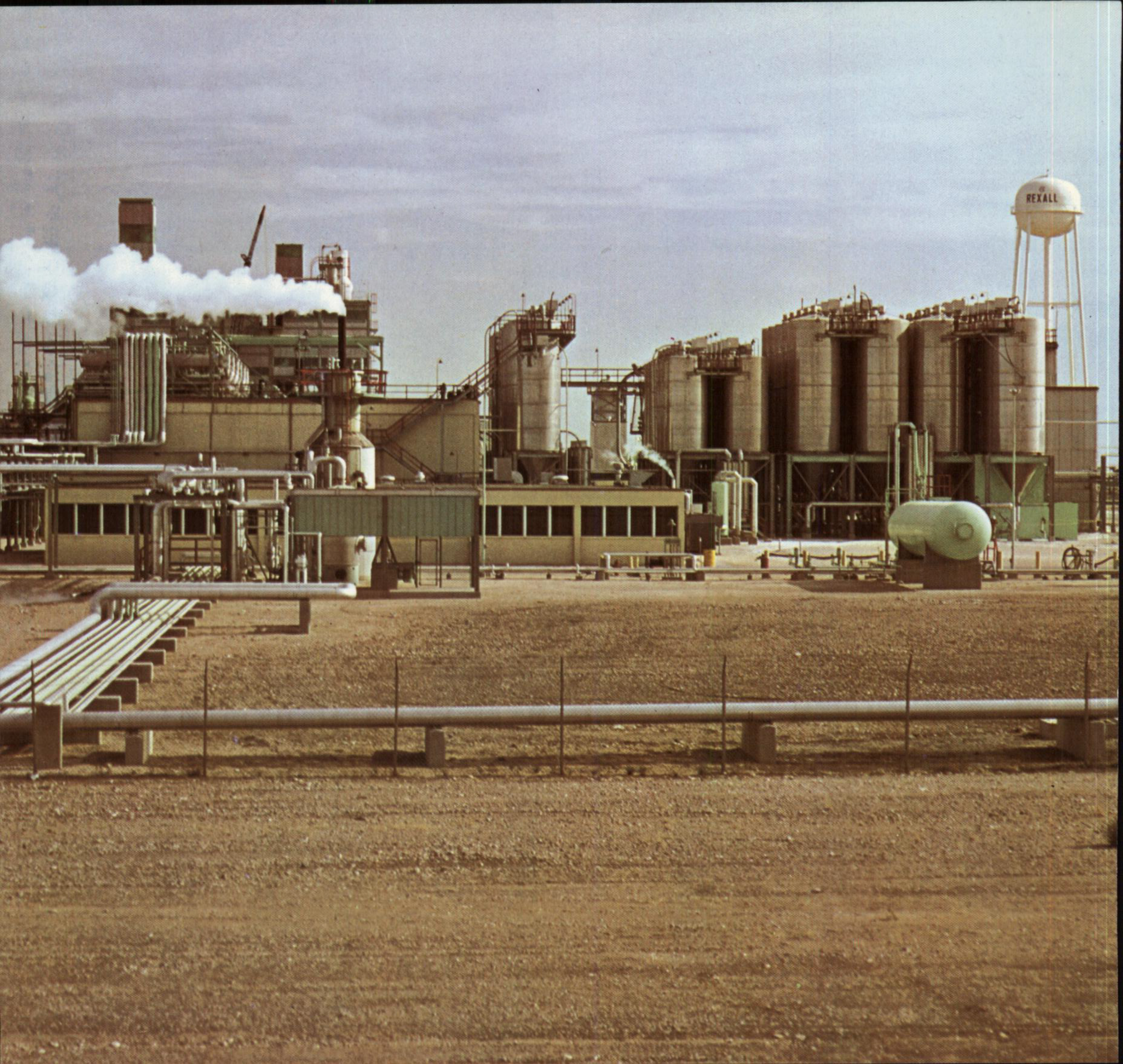


source and application of funds

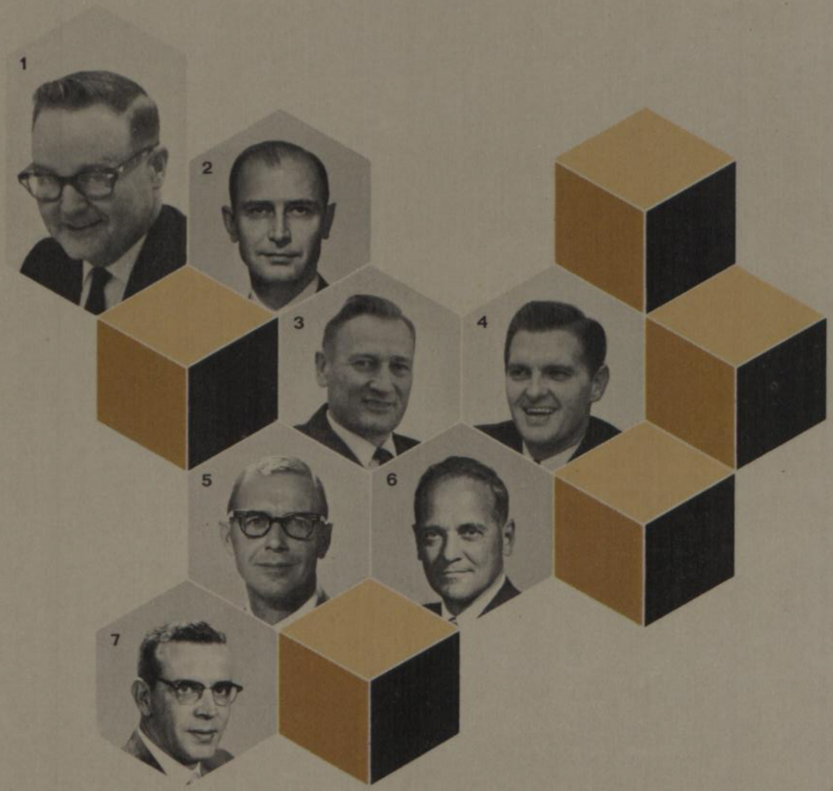
	1963	1962
SOURCE		
Cash Flow*	**$22,607,000**	$17,495,000
Sale of Properties and Investments (Excluding Gain)	**2,929,000**	4,193,000
Increase in Long Term Debt	**895,000**	11,865,000
Other	**118,000**	26,000
TOTAL FUNDS PROVIDED	**$26,549,000**	$33,579,000
APPLICATION		
Properties and Other Assets Purchased	**$18,168,000**	$13,120,000
Dividends Paid	**2,318,000**	2,247,000
Long Term Debt Decrease	**3,499,000**	3,061,000
Provision for Future Losses on Retail Operations Included in Current Liabilities		1,650,000
Working Capital Increase	**2,335,000**	12,550,000
Other	**229,000**	951,000
TOTAL FUNDS APPLIED	**$26,549,000**	$33,579,000

**Net earnings, plus depreciation and amortization, and provision for deferred taxes.*

World Headquarters, Rexall Square, Los Angeles, California


REXALL

Chemicals • A joint venture in petrochemicals provides low-cost materials and creates a broad base for a large-volume diversified chemical activity. Our chemical production not only meets the needs of our own plastic fabricating operations in packaging film, plastic containers, housewares, plastic pipe and related products, but also allows us to be a major supplier of important plastic raw materials to the plastic industry.



1 • **Ralph M. Knight,** *President Chemical Group*

2 • Dr. Michael Erchak, Jr., *Vice President Research and Development*

3 • Blaine B. Kuist, *Vice President, Engineering and Construction*

4 • George W. Mefferd, *Group Controller*

5 • John R. Provo, *Vice President, Production*

6 • Carl A. Setterstrom, *Vice President, Marketing*

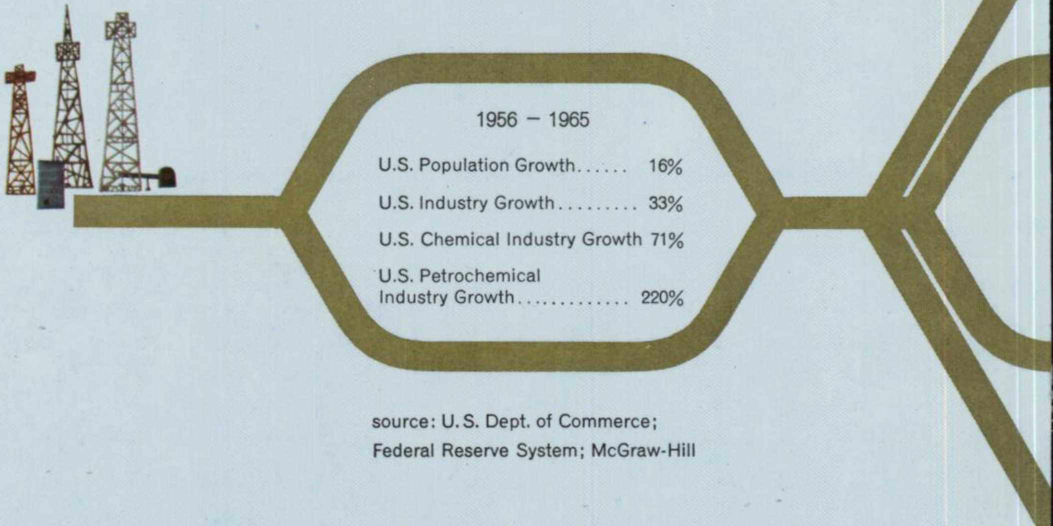
7 • Arthur B. Wintringham, *Administrative Director*

Petrochemicals: A joint venture in petrochemicals provides low-cost material and creates a broad base for a large-volume diversified chemical activity. Our plastic fabricating operations in packaging film, plastic containers, housewares, plastic pipe and related products are major consumers of our chemical production. Chemical products are also supplied to other major plastic manufacturers. Rexall Chemical Company is engaged in the manufacture of petrochemicals through a joint venture with the El Paso Natural Gas Products Company, as well as operating wholly owned facilities. El Paso provides a low cost source of raw materials from which a broad scope of petrochemicals can be produced. The Rexall-El Paso venture started with olefins—ethylene and propylene—and in converting these materials into polyolefins—polyethylene and polypropylene, the major polyolefin plastics. El Paso operates the joint venture olefins plant. Rexall has the responsibility for the research, process development, construction and operation of the chemical plants for the production of polyethylene, polypropylene and other chemical products. Rexall also has the marketing responsibility for these products.

Rexall operates two wholly owned polystyrene plants. These have the advantage of a low cost raw material availability. Rexall plastics are marketed under the *El Rex* trademark.

Not only do these basic petrochemicals offer opportunities for expansion into other areas, but Rexall's polymerization facilities can be readily adapted to produce other new plastics.

from oil and gas... ***an opportunity in petrochemicals...***



1956 – 1965

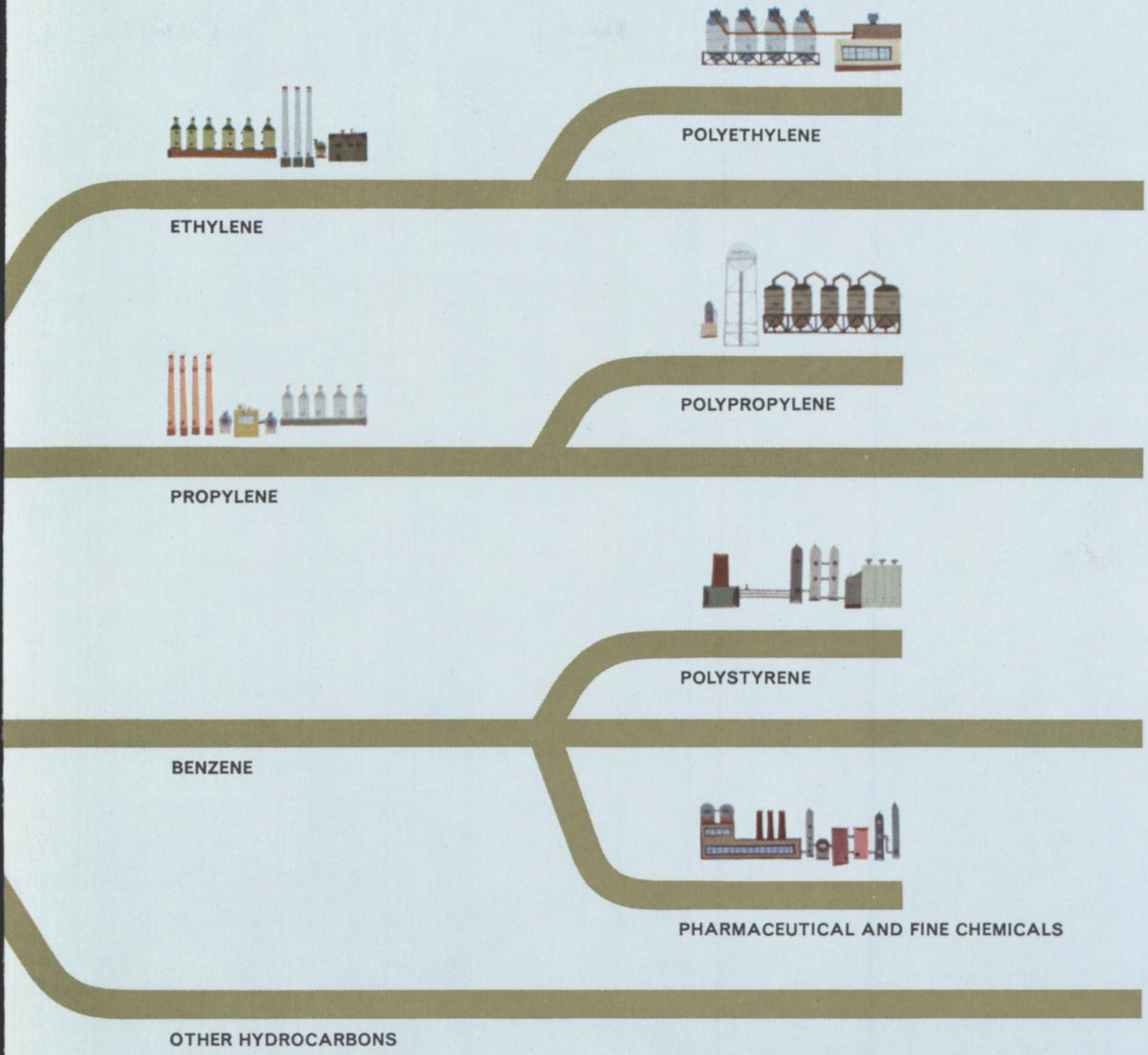
U.S. Population Growth......	16%
U.S. Industry Growth.........	33%
U.S. Chemical Industry Growth	71%
U.S. Petrochemical Industry Growth............	220%

source: U. S. Dept. of Commerce; Federal Reserve System; McGraw-Hill

through a joint venture providing low cost raw materials . . .

to supply our present needs . . .

and provide opportunities for entering new fields tomorrow.


POLYETHYLENE
ETHYLENE
POLYPROPYLENE
PROPYLENE
POLYSTYRENE
BENZENE
PHARMACEUTICAL AND FINE CHEMICALS
OTHER HYDROCARBONS

ethylene: Detergents, Agricultural Chemicals, Gasoline Additives, Fibers, Antifreezes, Plastics, Bleaches, Alcohol, Paints, Adhesives, Lubricants, Dyes, Industrial Chemicals.

propylene: Paints, Agricultural Chemicals, Detergents, Plastics, Dry Cleaning Chemicals, Glycerin, Perfumes, Fungicides, Explosives, Dyes, Rubber, Industrial Chemicals.

benzene: Fibers, Agricultural Chemicals, Paints, Plastics, Dyes, Rubber, Industrial Chemicals.

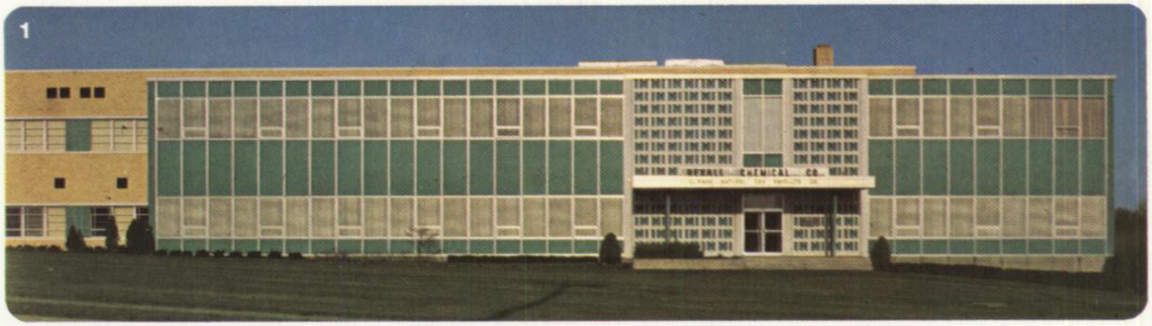
other hydrocarbons: Agricultural Chemicals, Aerosol Propellants, Refrigerants, Solvents, Plastics, Gasoline Additives, Silicones, Paint Removers.

1 • Paul Kayser Research Center: One of the nation's most complete plastic research facilities, the Paramus, New Jersey, laboratory, is operated by Rexall primarily for the joint venture.

2 • laboratory research: Rexall's continuous development program searches for ways to improve existing products and to develop totally new products. Results have provided Rexall with a line of resins with properties unexcelled in the petrochemical industry.

3 • process development: Rexall's research staff has already created processes for conventional and linear polyethylene, polypropylene, ABS (Acrylate-Butadiene-Styrene), and high impact polystyrene. Many other ethylene and propylene polymers are under development. The excellence of these processes is demonstrated by the demand for licenses by companies abroad.

4 • pilot plants: There are four pilot plants in operation at Paramus: conventional polyethylene, polypropylene, high impact polystyrene and ABS. In addition, bench scale plants for new exotic polymers are in operation.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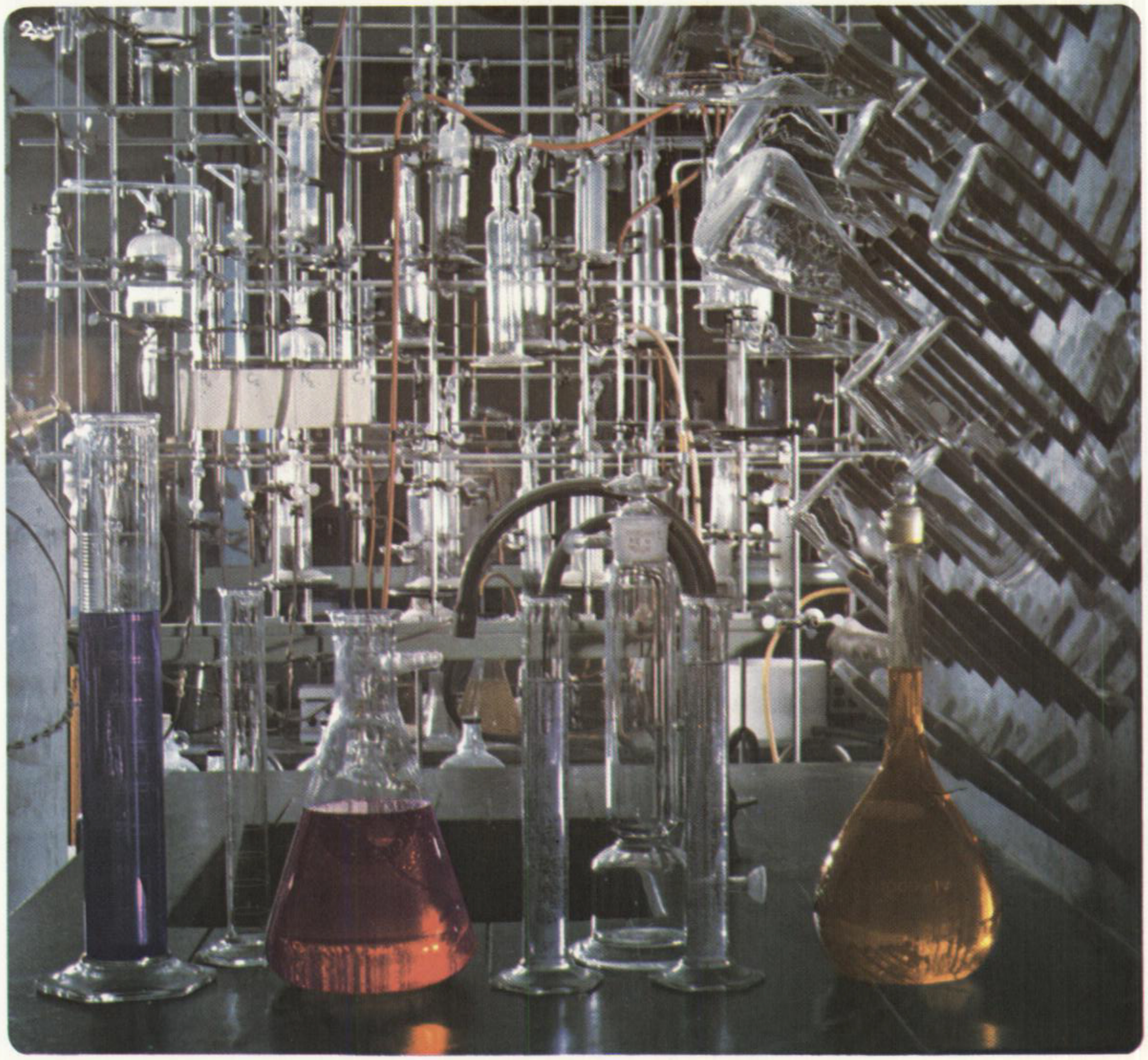
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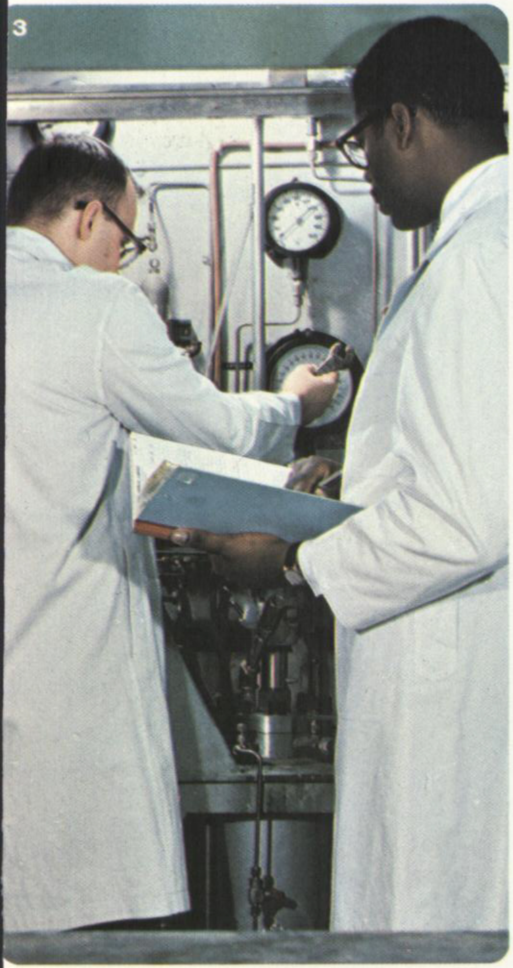

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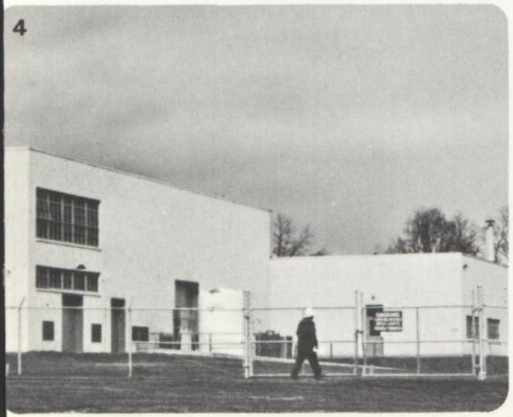

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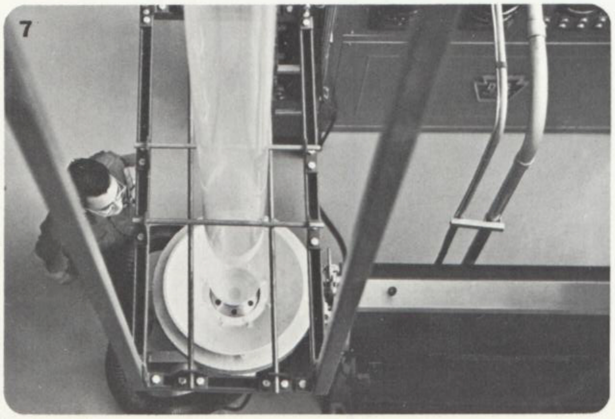


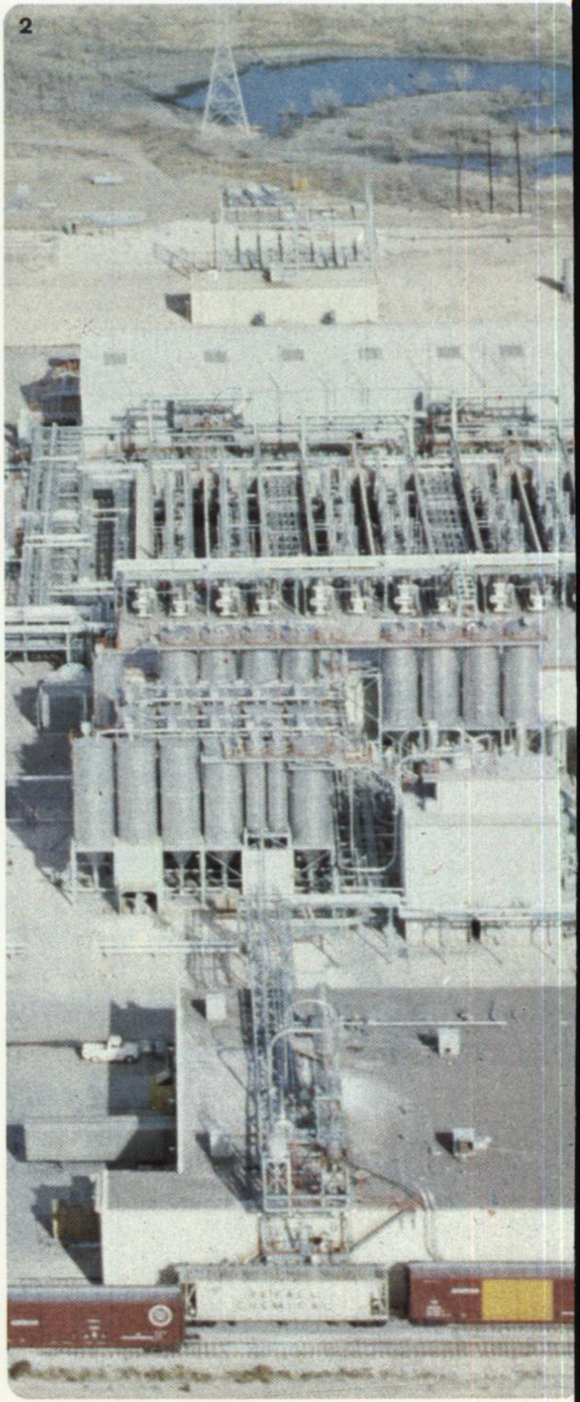
5 • engineering design and construction: Working together with outside design engineers, Rexall's engineering staff designs and supervises the construction of its own plants, utilizing the most economic methods to achieve the lowest cost production per dollar invested.

6 • production improvement: By continuous development work on the *El Rex* polyethylene process, Rexall will by the end of 1964 increase plant yield from rated capacity of 120 million pounds to over 150 million pounds with only a small incremental investment. This means lower production cost per pound.

7 • application research: New products require new application techniques. In the technical services department at the Paul Kayser Research Center, Rexall provides all types of product testing devices and processing machines. Product research goes on long after the first order is filled. Continuous contact with customers provides valuable information for subsequent product improvement.

1 • ethylene • 180 million pounds per year: Low-cost ethane and propane are supplied from El Paso's production, gathering and refining systems and converted into ethylene and propylene, the majority of which is currently utilized by Rexall's polyethylene plant. Ethylene can also be used as a basic ingredient in a wide range of products from anti-freeze to textile fibers. This plant is designed to be expanded to twice its present capacity at a small increase in investment in order to produce raw materials for other chemicals.

2 . polyethylene • 150 million pounds per year: Operated by Rexall, this plant converts ethylene to low density polyethylene. Production refinements have already raised its production 10 million pounds above rated capacity. By the end of 1964, further refinements will raise the annual production rate to 150 million pounds. Rexall's process, the newest of the industry recognized processes, produces a product line which received immediate industry acceptance and led to licensing by major companies in Italy and Japan.



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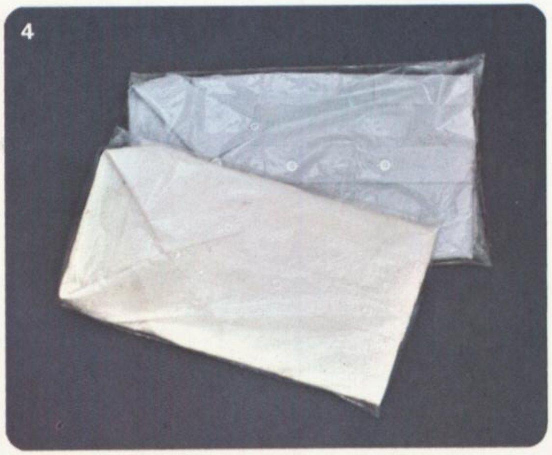

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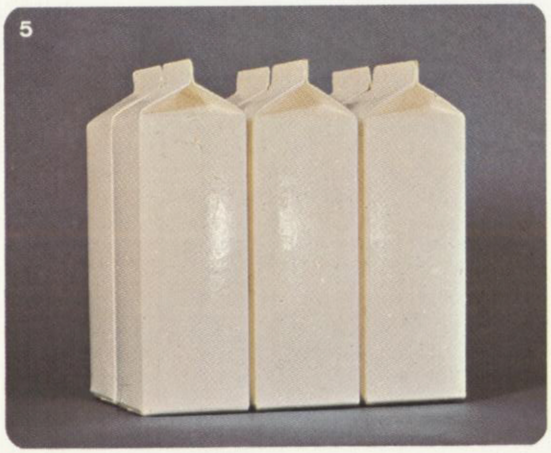

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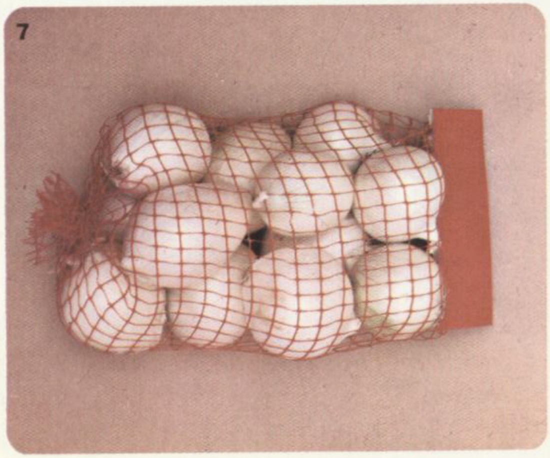
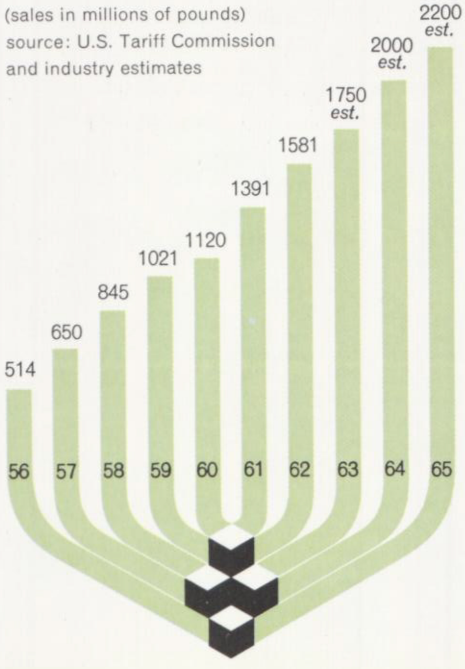


Polyethylene • the basic plastic: The most used of all plastic products, low density polyethylene has enjoyed an average growth of over 23% per year over the past ten years. Polyethylene already has replaced wood, paper, metal and glass in thousands of products. Rexall's plastic fabricating operations in the Packaging Group convert polyethylene to finished products using most of the important application techniques. The techniques used for converting polyethylene include:

3 • injection molding
4 • film extrusions
5 • coatings
6 • blow molding
7 • shape extrusions

low density polyethylene industry growth

(sales in millions of pounds)
source: U.S. Tariff Commission
and industry estimates



1 • propylene • 60 million pounds per year: The olefins plant has been modified with a relatively small increase in investment to produce 60 million pounds of propylene in addition to the 180 million pounds of ethylene produced annually. Propylene is converted at a nearby plant into polypropylene.

2 • polypropylene • 30 million pounds per year: The new polypropylene plant, with a rated capacity of 30 million pounds per year was constructed in 1963. It employs a new process developed under a joint research program. Operated by Rexall, this new facility adjoins the polyethylene plant.

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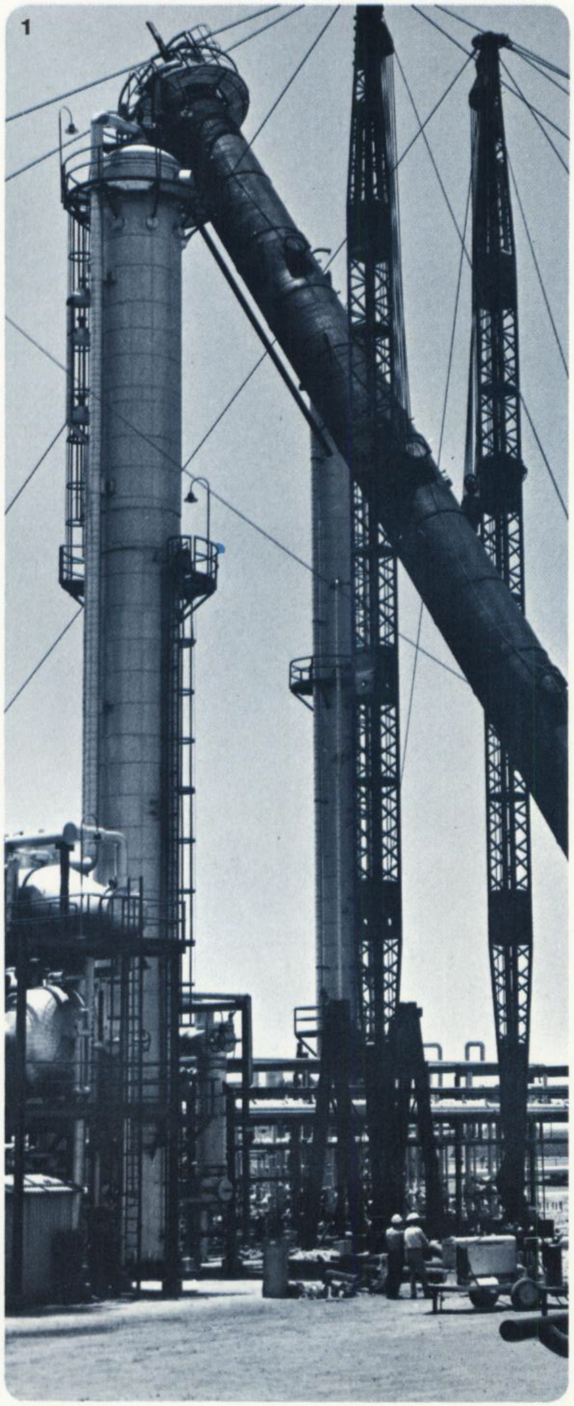

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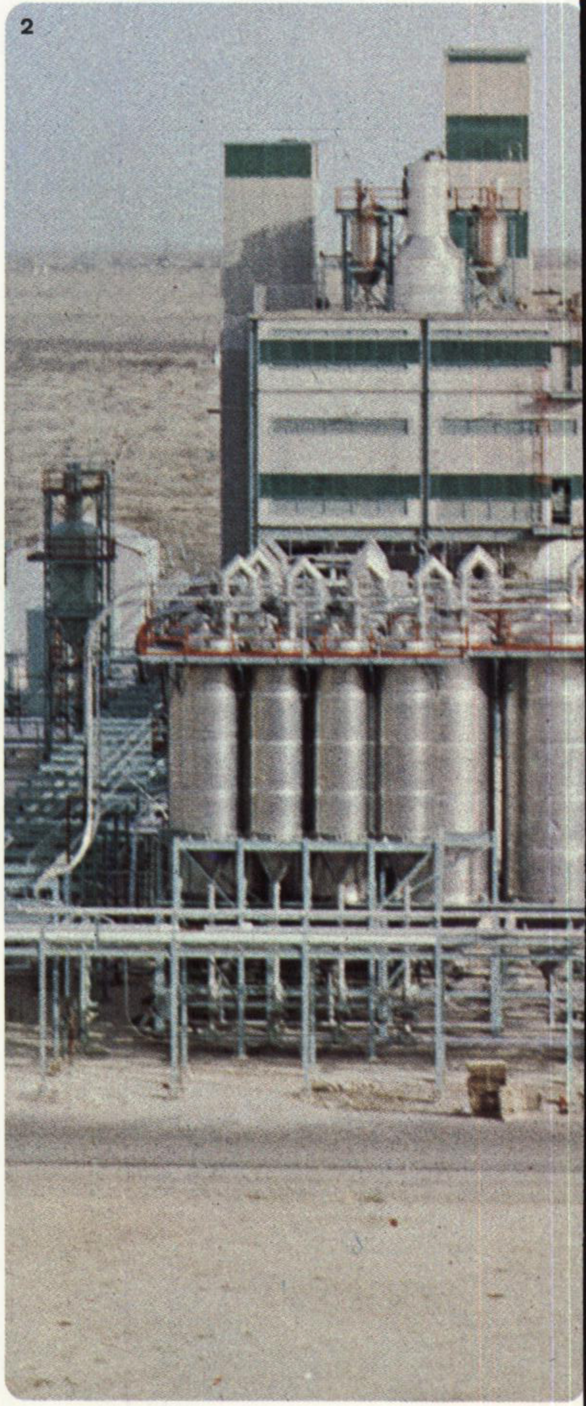

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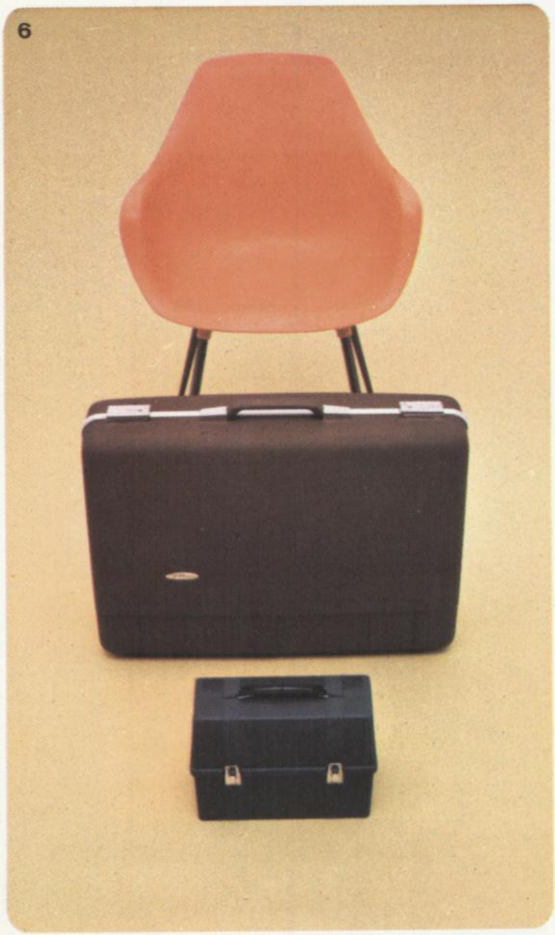

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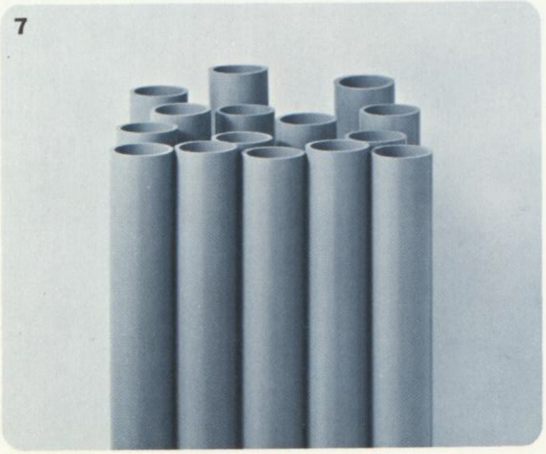

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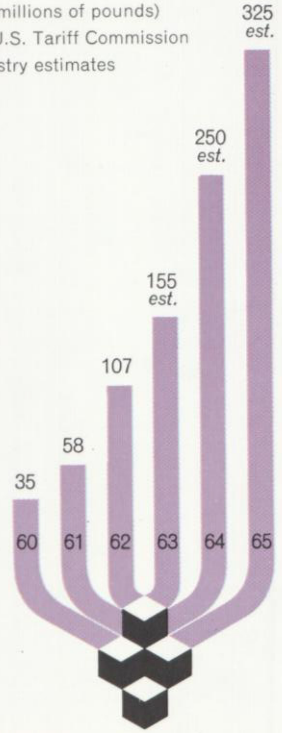
polypropylene • a growing plastic: Polypropylene has a bright future because it withstands greater heat than other plastics, is highly flexible and resists corrosion. Its greatest use is in fibers, film and molded products. Application techniques, most of which are performed by Rexall's plastic fabricating operations, include:

3 • filament extrusions
4 • blow molding
5 • film extrusions
6 • injection molding
7 • shape extrusions

polypropylene industry growth

(sales in millions of pounds)
source: U.S. Tariff Commission
and industry estimates

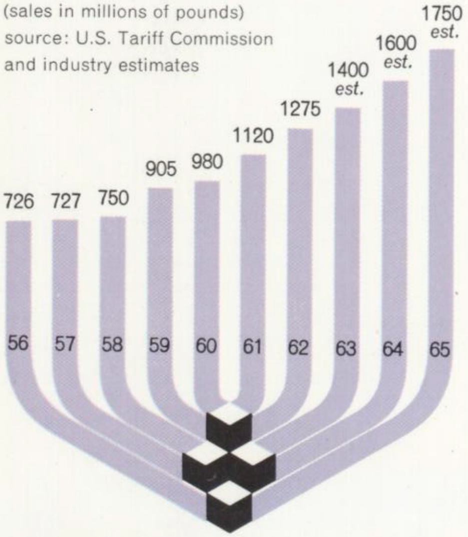


1 • Rexall's wholly-owned polystyrene operations: Domestic and foreign polystyrene distribution is provided by plants in Holyoke, Massachusetts and Santa Ana, California. Rexall makes both general purpose and high impact polystyrenes at each plant.

2 • polystyrene—in any color, clear to opaque: In addition to their general purpose polystyrene production, Rexall has developed new processes for making high impact polystyrene and ABS, a promising new terpolymer. These new products have unique properties that will broaden uses for styrene based plastics.

3 • polystyrene products: General purpose polystyrene products include appliance parts cases and containers noted for their clarity and rigidity. Impact polystyrene, containing rubber modifiers, is used extensively in such items as portable radios, TV cabinets and the new plastic cigarette packages.

polystyrene industry growth



(sales in millions of pounds)
source: U.S. Tariff Commission
and industry estimates

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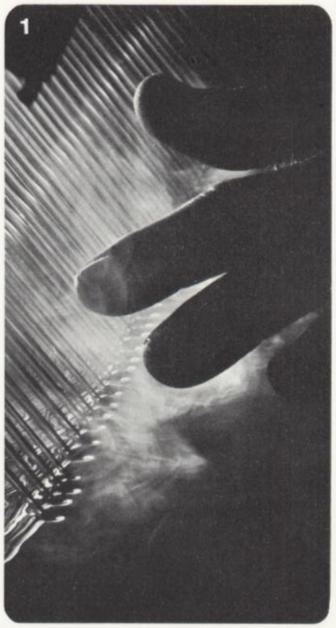

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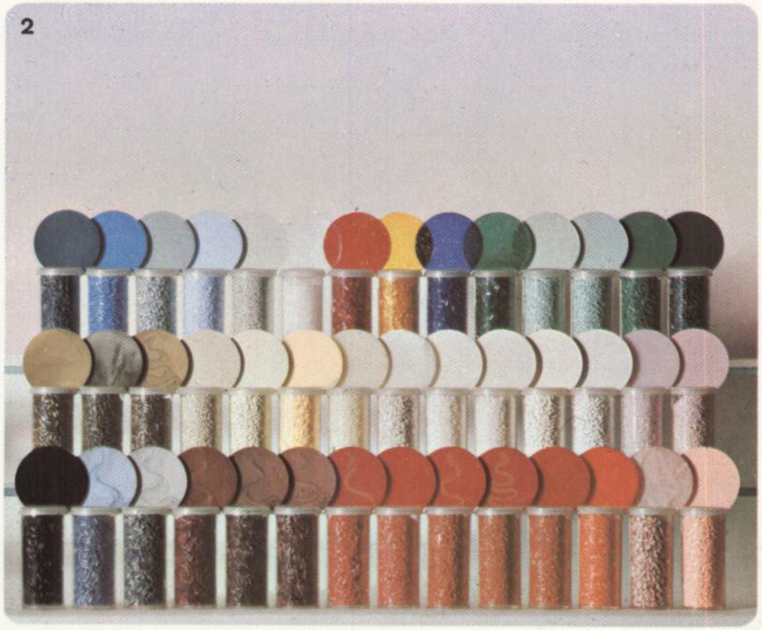

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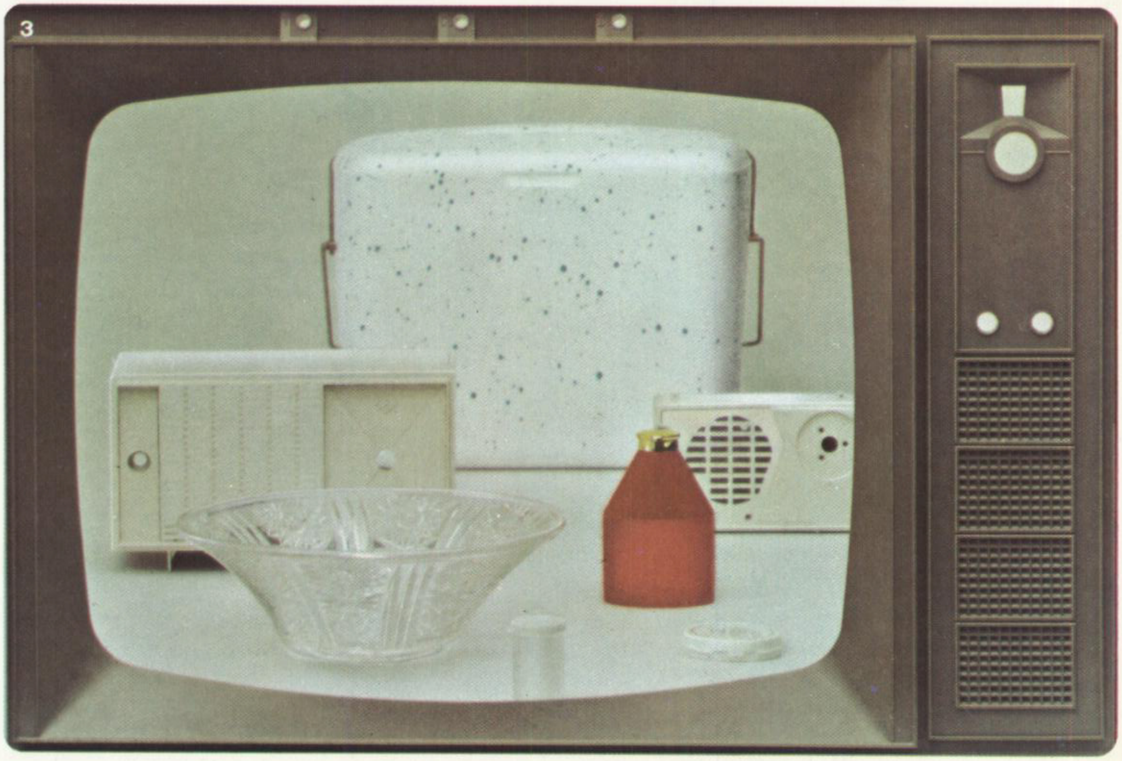

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REXALL CHEMICAL COMPANY
Methyl Salicylate U.S.P. (Synthetic)
Tri-Choline Citrate 65% Solution
CHOLINE BITARTRATE N.F.
SALICYLAMIDE N.F. POWDER
ASPIRIN U.S.P. ACETYL SALICYLIC ACID
CHOLINE CHLORIDE N.N.R.

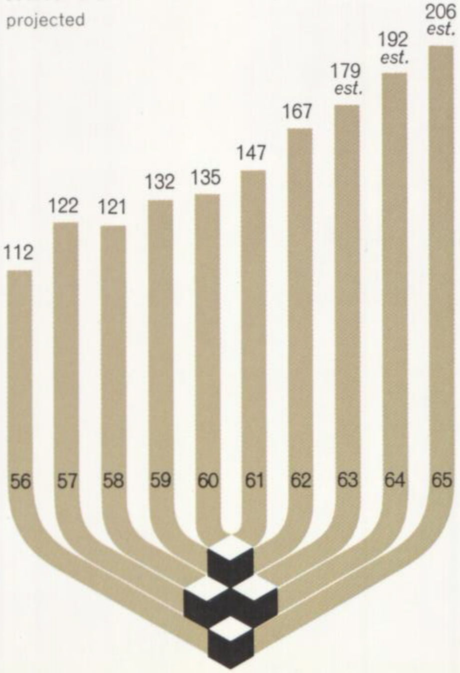
5

4 • pharmaceutical chemicals: Aspirin, oil of wintergreen, salicylamide and food supplements are the main products manufactured at the Company's Kearny, New Jersey facility. Products are sold to drug and chemical companies and to the Rexall Drug Products Group.

5 • chemical research: The manufacturer of basic pharmaceutical chemicals such as those used by manufacturers of aspirin and related pain-relieving products is Rexall's first step in a plan to expand into other pharmaceutical and fine chemicals.

selected chemical industry growth

(sales in millions of pounds)
source: U.S. Tariff Commission, projected



WEST PROTECTIVE CREAM
Barbasol
411
CONCENTRATED ... a little does a lot
Wis
FOR FAMILY WAS
BLUE D
LUBRIPLATE
LUBRICA
Chap-ans
OLESTRAL
form-a-gas
Sultrin
GLEEM
Young Touch
HAND
DESITI
EXCITINGLY NEW
Helen Bello
Bright Idea
Avon
creme hair rinse
COLGAT
DEEP HEATING
Mentholatum
Metal
Bio-Shampoo
lk-Sheen
m Shampoo
Ben-Gay
GREASELESS STAINLESS
Suave
FOR MEN
Colgat
A V O N
CO TONE
bronztan
CLEAR LOTION
SUN TESTED
CLEAR SUN LOTION
Palmolive
BRUSHLESS
EXTRA MILD
Pink Lotion
LUX
ROUX
Delfe
MENNE
Wildro
HAIR DRESSING
NEW FORMU
BIKINI
SUNTAN LOTIO
Topa
AVON
SUN TESTED
bronz
Old Sp
AFTER SHAVE L
MENNEN
Brake
WIDE ROLL-ON
DEODORANT
New by BOBBI
ROLLER PERM
Body Permanent
Neutralizer
Herbessence
Body Smooth
DESERT FLOWER
ROLL ON
Daisies won't tell
KING
ME
SKIN
ONER

Packaging is playing an increasingly important role in building the sales of consumer products and in reducing distribution costs of many products. Plastics are replacing many traditional packaging forms because of their relative indestructibility and low cost. Rexall's expansion into plastic packaging is a natural outgrowth from its important position in petrochemicals.

1 • **Donald H. Brewer,** *President, Packaging Group*
2 • John R. Ansley, *President, Tupperware Company*
3 • Elmer M. Davis, *President, IMCO Container Company*
4 • Jack DeCaprio, *President, Film Division, Consolidated Thermoplastics*
5 • Tener R. Eckelberry, *Chairman, European Packaging & Processing Group*
6 • Edwin S. Elgin, *Vice President, Marketing, New Markets Division*
7 • Arthur R. Gow, *President Seamless Rubber Company*
8 • William H. Madden, Jr., *President, Kraloy/Chemtrol Company*
9 • Carl F. Massopust, *Vice President, Research & Process Development, New Markets Division*
10 • Richard H. Smith, *Group Controller*
11 • Charles Stiassni, *President, White Metal Manufacturing Company*

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United States and European packaging production facilities

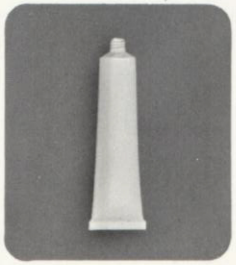
plastic bottles and jars

IMCO CONTAINER COMPANY:* Belvedere, New Jersey; Chicago, Illinois; Goleta, California; Harrisonburg, Virginia; Jeffersonville, Indiana; Kansas City, Missouri; Los Angeles, California

IMCO CONTAINER COMPANY (LTD.): Toronto, Canada

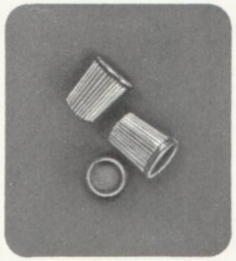
SOCIETE GANTOISE d'EXPANSION INDUSTRIELLE, S.A.: Ghent, Belgium

IMCO CONTAINER COMPANY: Golborne, England



metal and plastic tubes

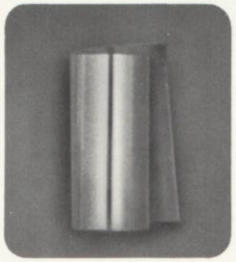
WHITE METAL MANUFACTURING COMPANY: Hawthorne, New Jersey; Indianapolis, Indiana



container closures

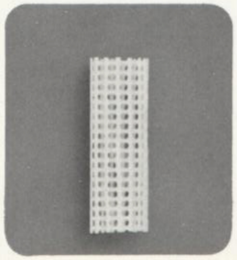
FARNUMSVILLE PLASTICS, INC.: Farnumsville, Massachusetts

IMCO CONTAINER COMPANY:* Excelsior Springs, Missouri



plastic film

FILM DIVISION, CONSOLIDATED THERMOPLASTICS:* Nasonville, Rhode Island; Chippewa Falls, Wisconsin; Santa Ana, California; Salinas, California



special extrusions

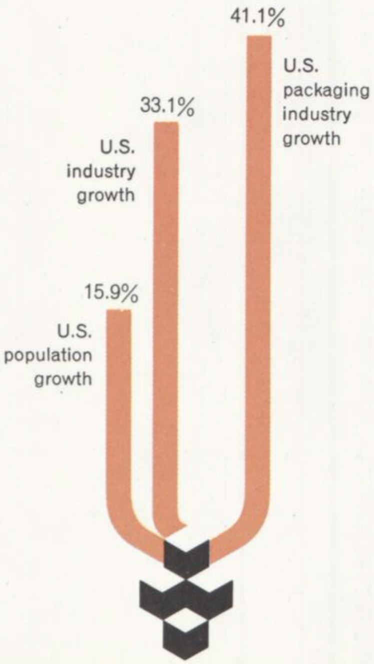
NEW MARKETS DIVISION:* Mahwah, New Jersey

Farnumsville, Massachusetts

Excelsior Springs, Missouri

U.S. packaging industry growth 1956 – 1965

source: U. S. Dept. of Commerce; Federal Reserve System; McGraw-Hill



**A few activities within the Packaging Group are divisions of Consolidated Thermoplastics Company, a corporation, owned by Rexall and El Paso Natural Gas Products Company. Consolidated Thermoplastics packaging activities include the Film Division, and the domestic facilities of Imco Container Company.*

1 • the unusual in packaging: Engineering competence has earned for Imco the reputation of producing the finest in containers. Imco is a leader in the development of unique containers that are becoming increasingly important tools in the merchandising of products.

2 • capacity to handle customer requirements: Imco's plants in the United States and Europe provide convenient facilities with large capacities. Engineering and design competency with decision-making management responsibility in the field combine to efficiently handle customer needs here and abroad.

3 • quality control: Continuous product inspection at each of Imco's ten plants assures uniformity and quality. Imco engineers its own blow molding machinery, providing higher quality and efficiency.

MODERN PACKAGING
DECEMBER 1963
SUCCESS STORY: Colgate's "Soakys"
COMPLETE CONTENTS, pp. 2-3

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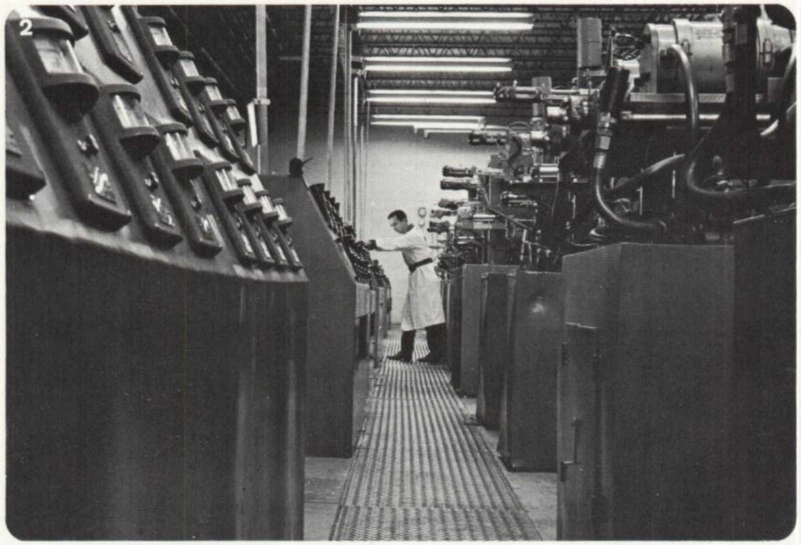

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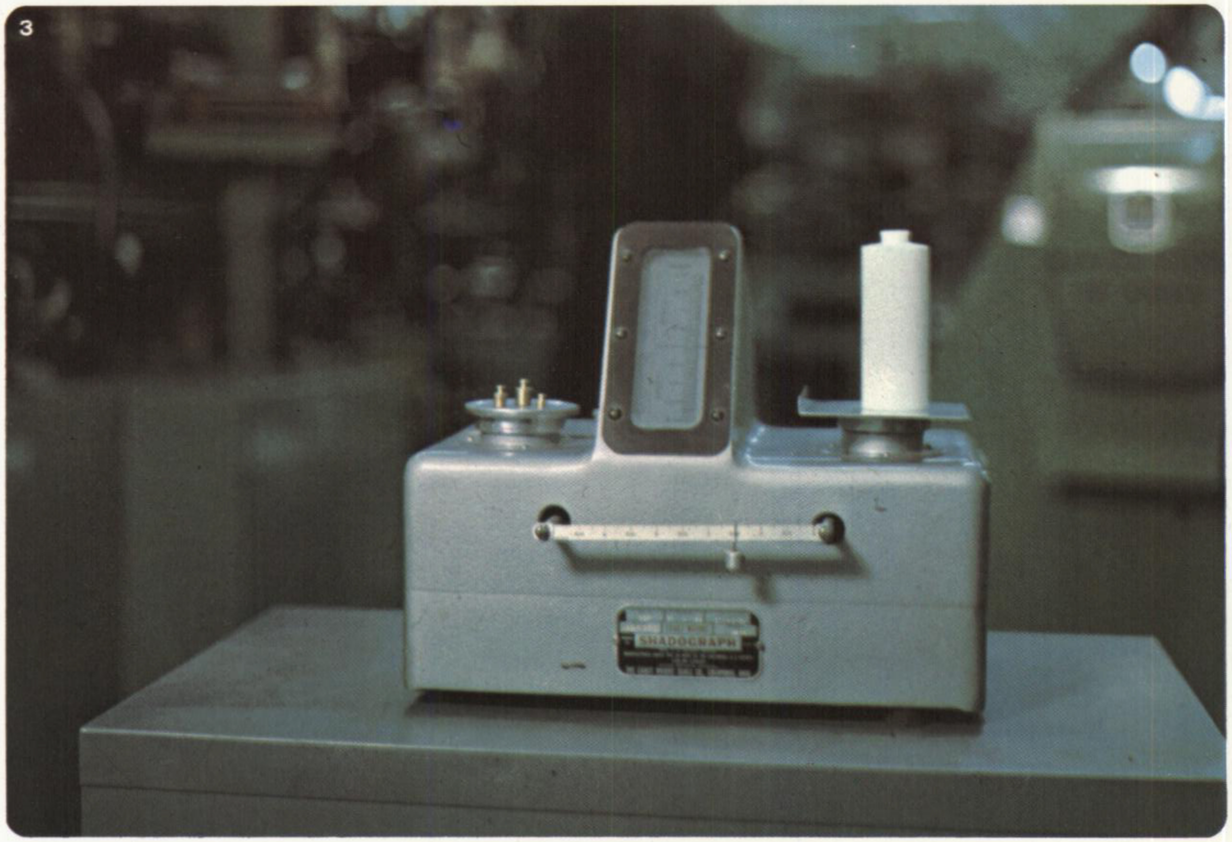
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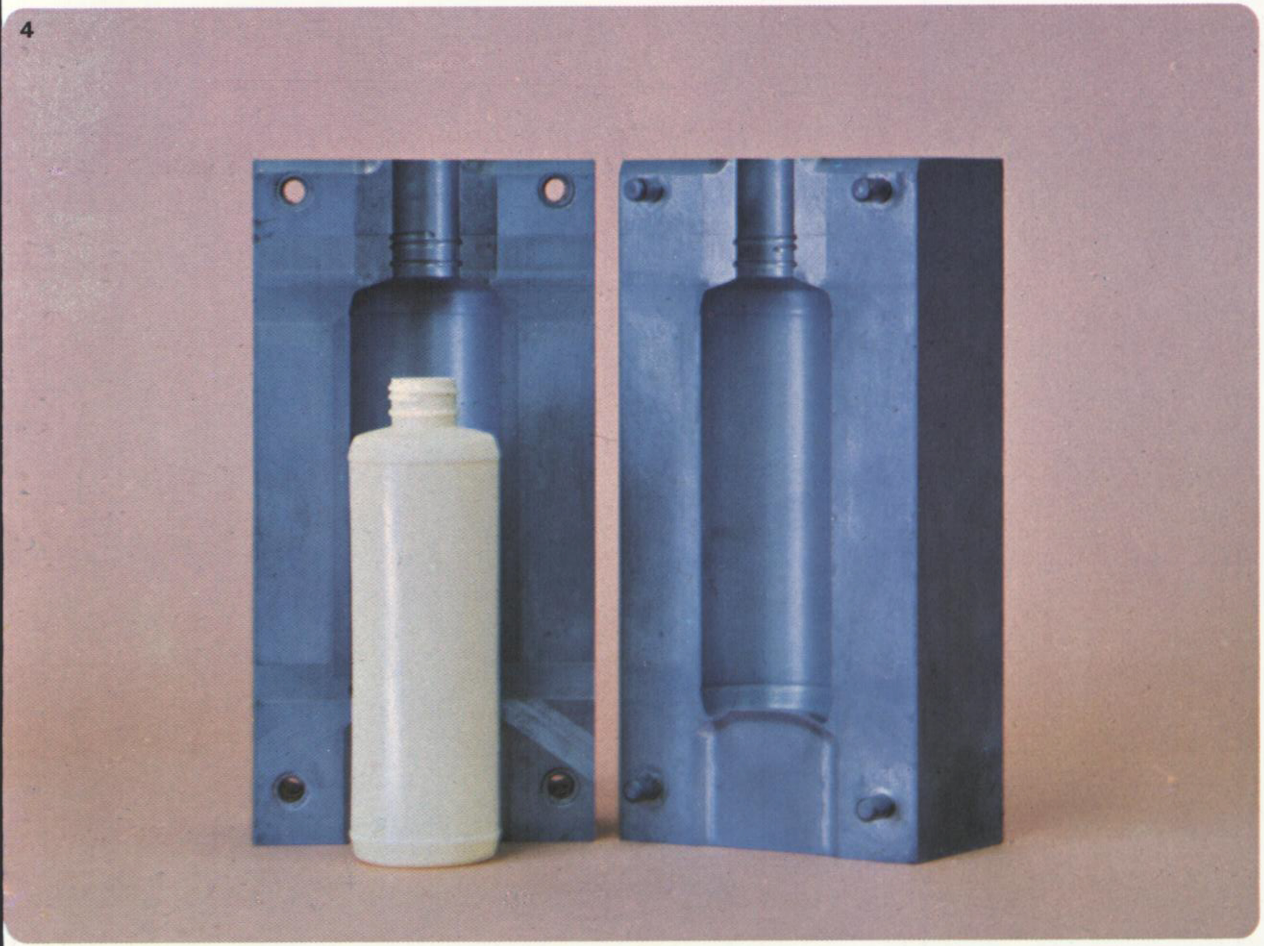

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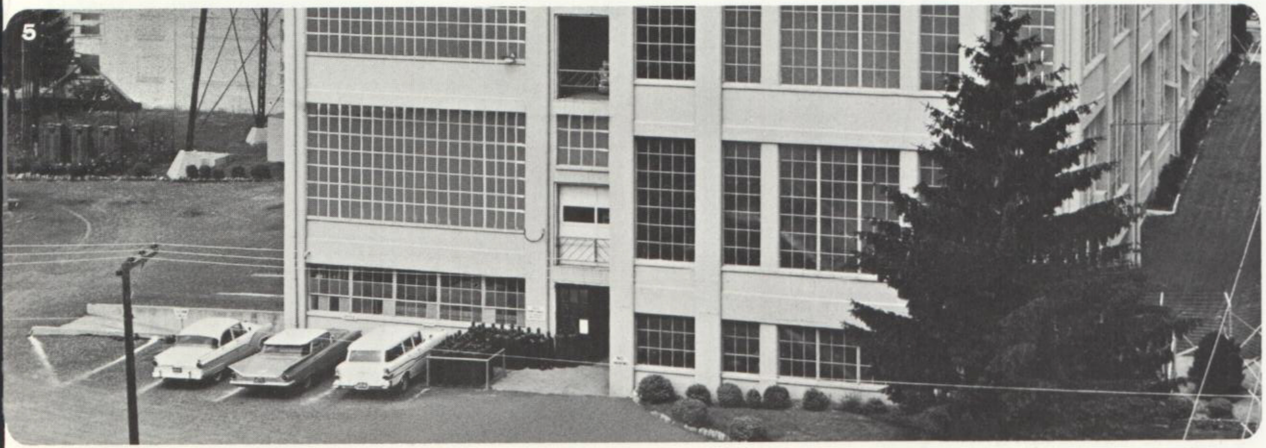
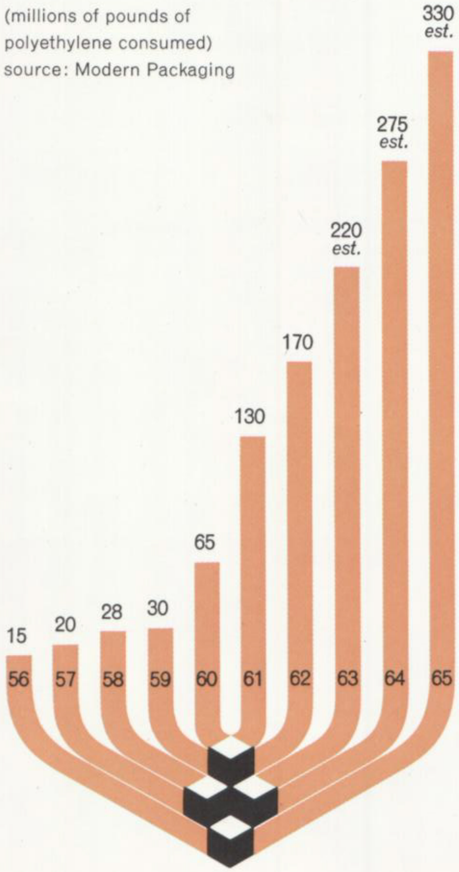


4 • blow-molded containers: Imco develops and manufactures its own molds which provide polypropylene, polyethylene and polystyrene containers in a variety of shapes and colors.

5 • ten strategically located plants: United States, Canadian and European facilities service large orders from the world's major manufacturers, making Imco one of the most significant companies in the plastic blow-molded container field. Shown here is Imco's Harrisonburg, Virginia plant.

plastic container industry growth



(millions of pounds of
polyethylene consumed)
source: Modern Packaging

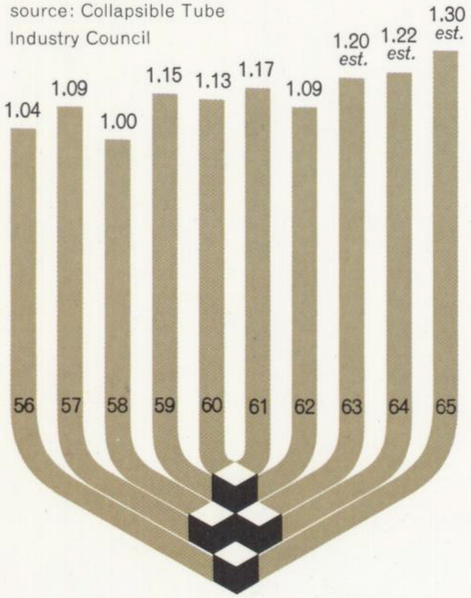
1 • leadership in collapsible metal tubes since 1913: White Metal provides tubes to the principal manufacturers of toothpaste, shaving cream, pharmaceuticals, cosmetics and other household and industrial products, and to the Rexall Drug Products Group.

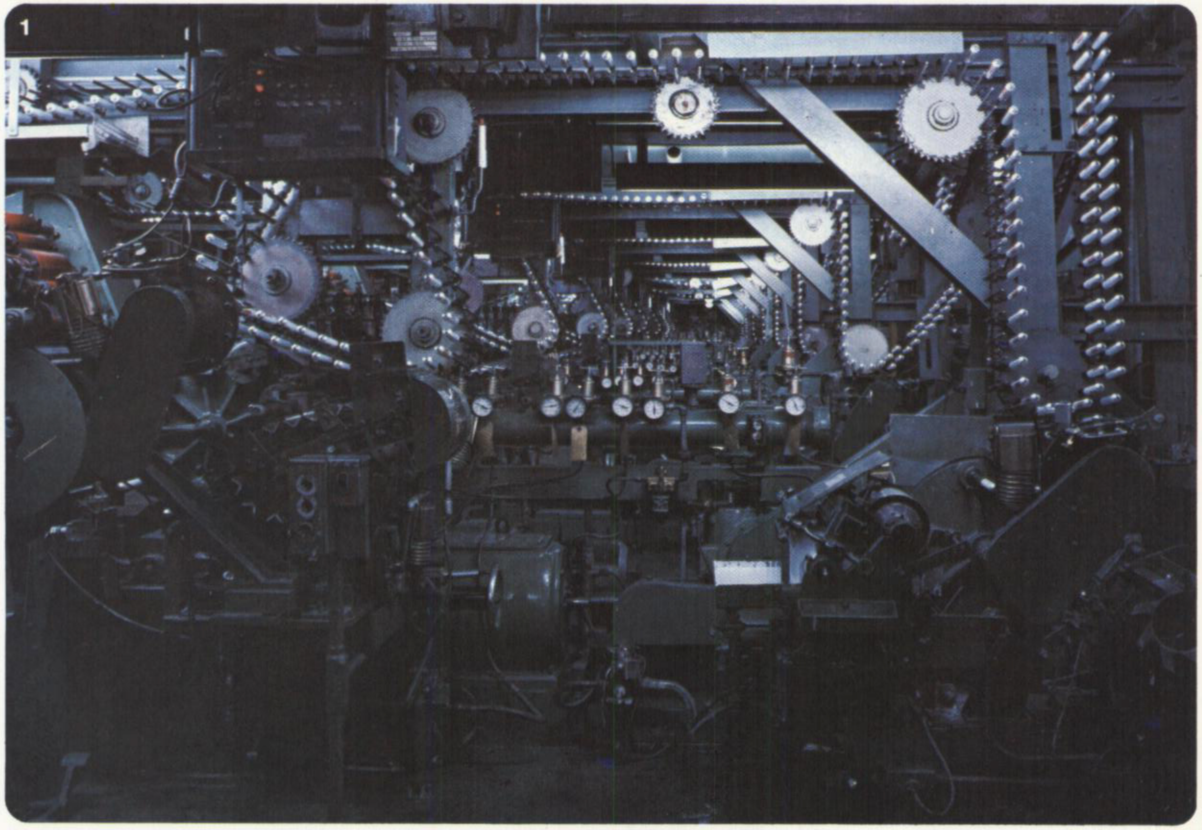
2 • tube decoration: Beautiful tube decorating is done in two, three or four colors by precision machines. White Metal's facilities in New Jersey and Indiana conveniently service the major manufacturers throughout the country.

3 • automation—ingot to tube: White Metal's manufacturing facilities are the most modern in the collapsible tube industry because they are fully automated and completely integrated. White Metal operates a unique continuous casting and rolling mill plant to make its own slugs for impact extrusion into tubes.

collapsible tube industry growth

(billions of tubes)
source: Collapsible Tube
Industry Council

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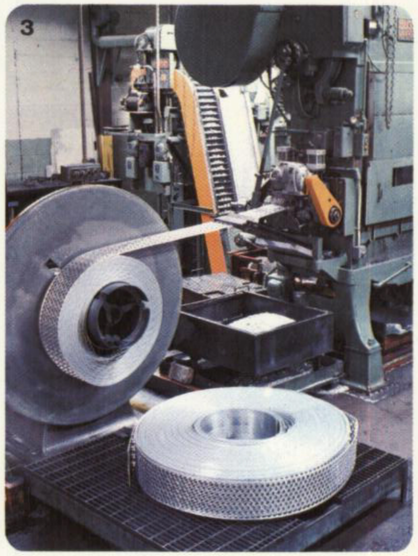
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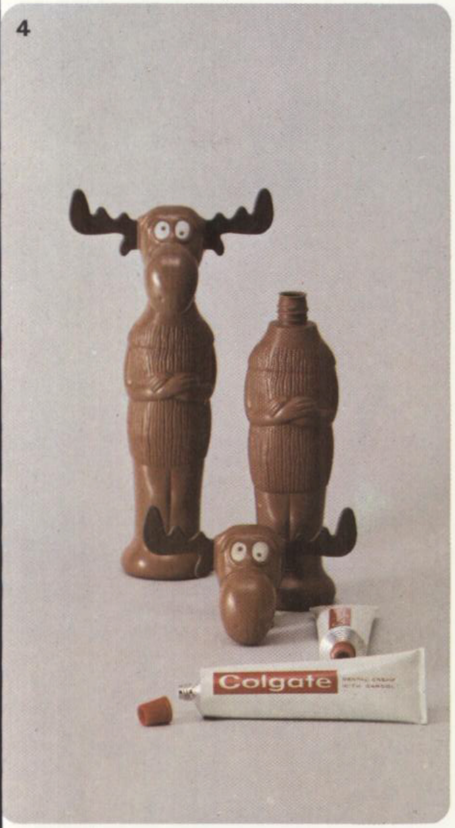

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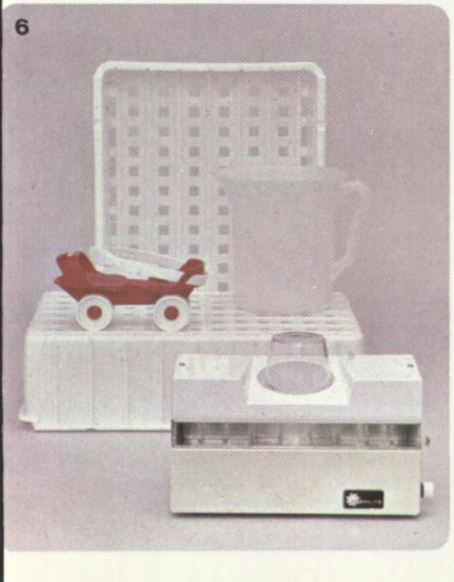
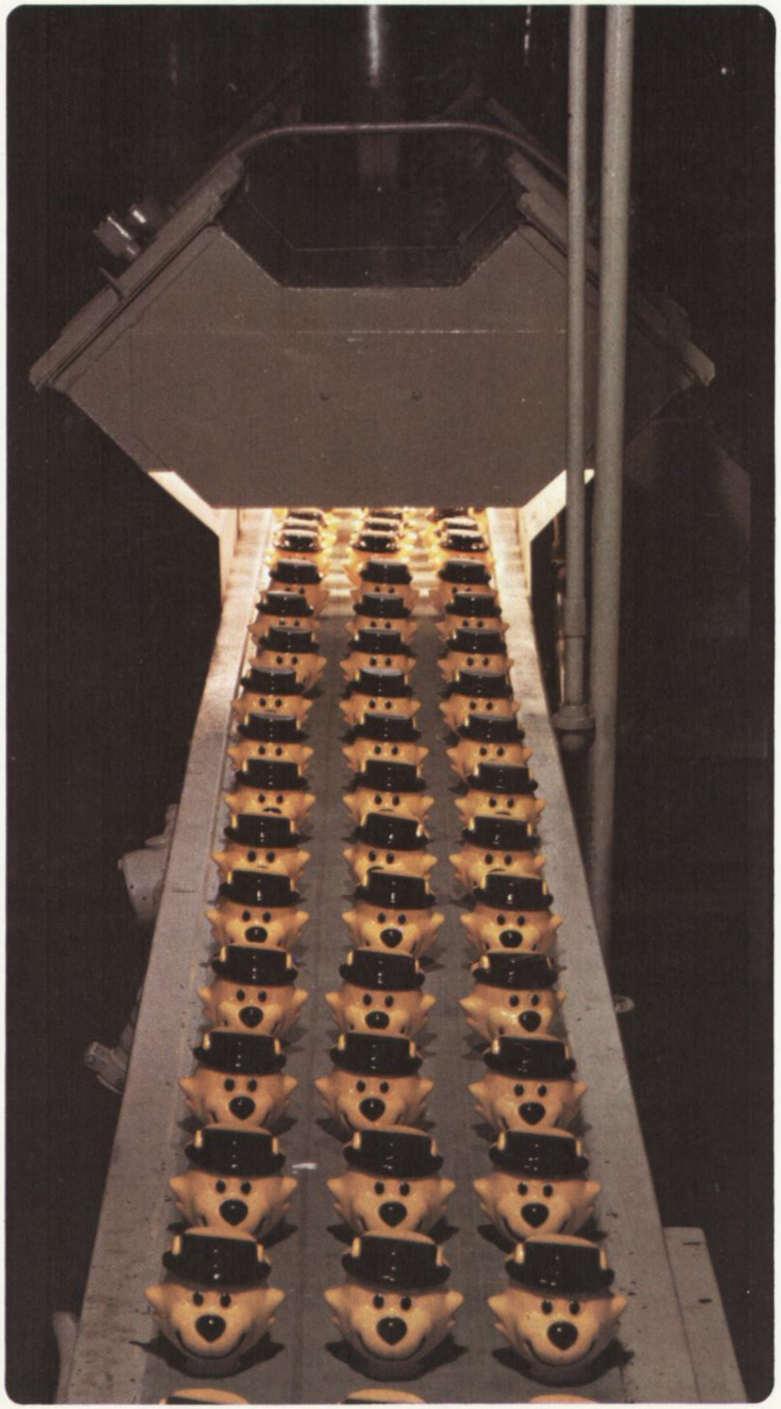


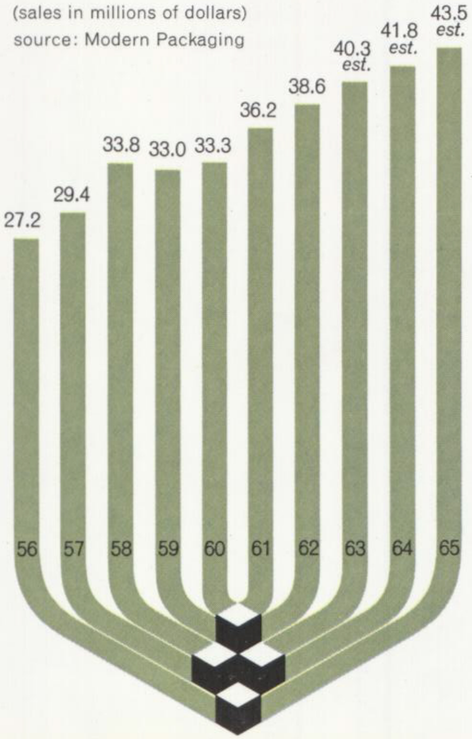


4 • caps for tubes and containers: These closures are injection molded by Farnumsville Plastics. Sold with Imco and White Metal containers, they permit customers to buy the complete package from one supplier.

5 • intricate molding and decorating: A leader in plastic injection molding and product decorating, Farnumsville provides customers with the unique packaging products thought impossible in packaging just a few years ago.

6 • custom molded products: In addition to closures, Farnumsville produces many custom molded plastic products for leading manufacturers, including premiums, toys and casings.

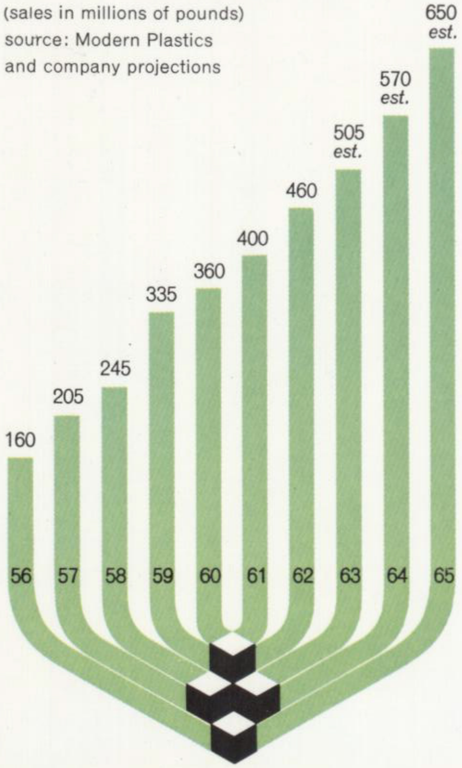
plastic closure industry growth


(sales in millions of dollars)
source: Modern Packaging

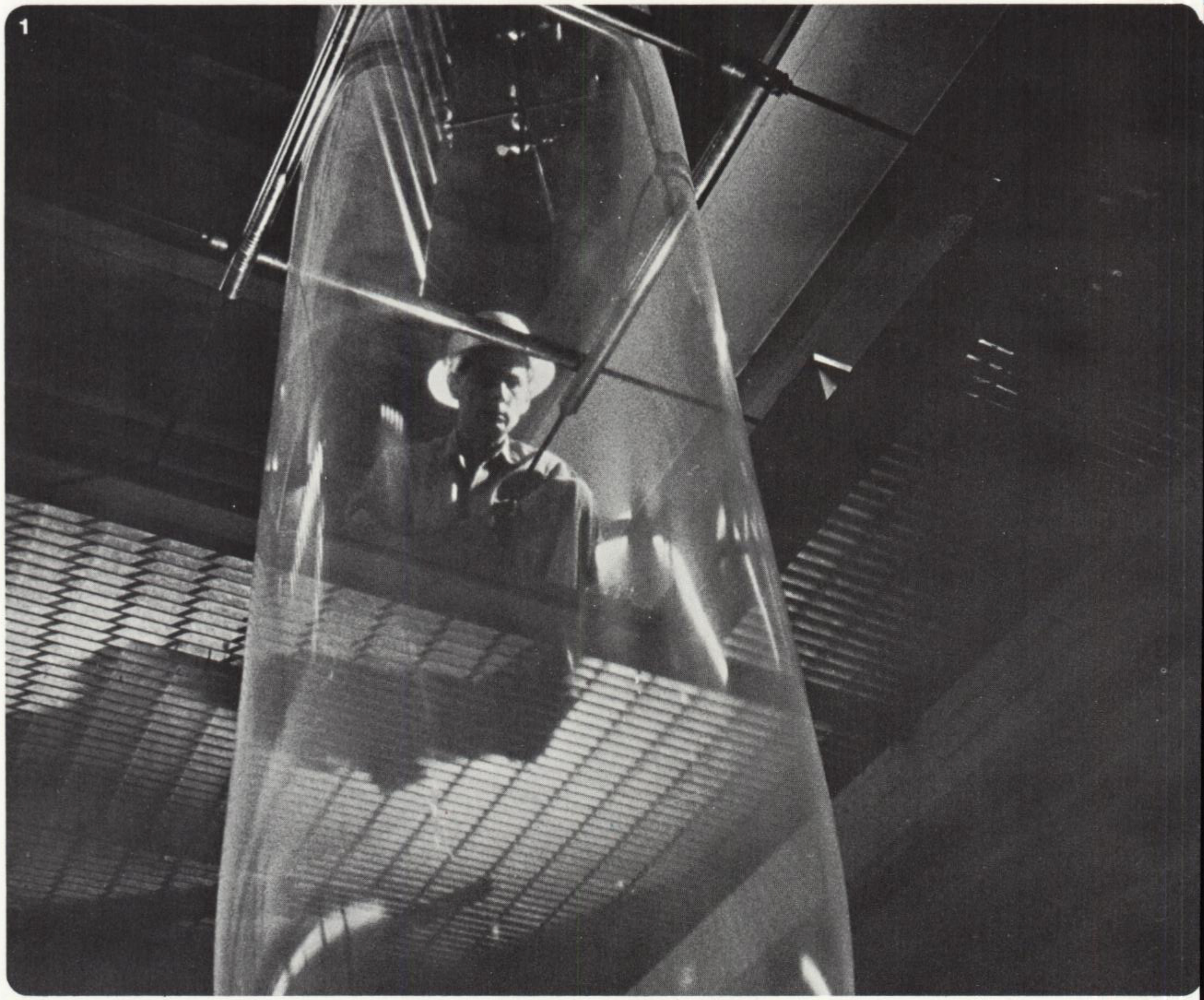
1 • **product quality and uniformity are vital in film manufacture:** These start with the basic resins, and the plastic resins consumed include Rexall's *El Rex* polyethylene. By continuously improving the *El Rex* resins as well as the extruding machinery, Rexall provides films of the highest quality.

2 • **east, mid-west and west coast facilities:** Packaging film is manufactured for national accounts in several locations, providing better service at a lower cost. Identical specifications and standards insure uniform high quality.

polyethylene film industry growth



(sales in millions of pounds)
source: Modern Plastics
and company projections



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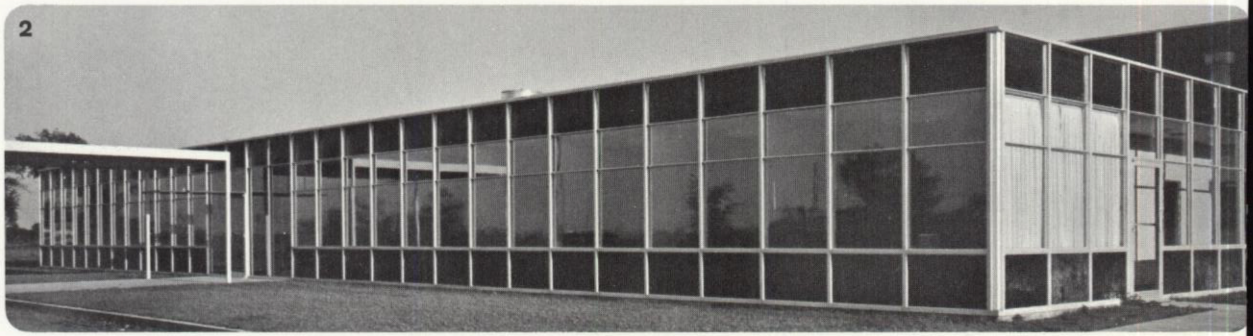

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IMCO
THE IMCO CONTAINER COMPANY

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489
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GRANDS MAG
& MAGASINS
POPULAIRES
62

3 • Imco—England: Serves the United Kingdom with the same high quality, precision engineered, plastic bottle, jar, jug and specialty container products as are produced in the U.S. Located at Golbourne, this facility provides many of Imco's U.S. customers with packaging for their overseas operations as well as customers of the "outer seven" economic community.

4 • S.E.P.—Belgium: The Société Gantoise d'Expansion Industrielle S.A., at Ghent, the largest blow-molding operation in Benelux countries (Holland, Belgium and Luxembourg), is a recent addition. S.E.P. provides plastic packaging to companies within the European Common Market. These European operations provide a two-way flow of research and development with the United States.

5 • search for European opportunities: Tener Eckelberry, chairman of European Packaging and Processing, discusses a new product with members of the French Packaging Institute. One of Mr. Eckelberry's most important duties is to search for new product and process ideas.

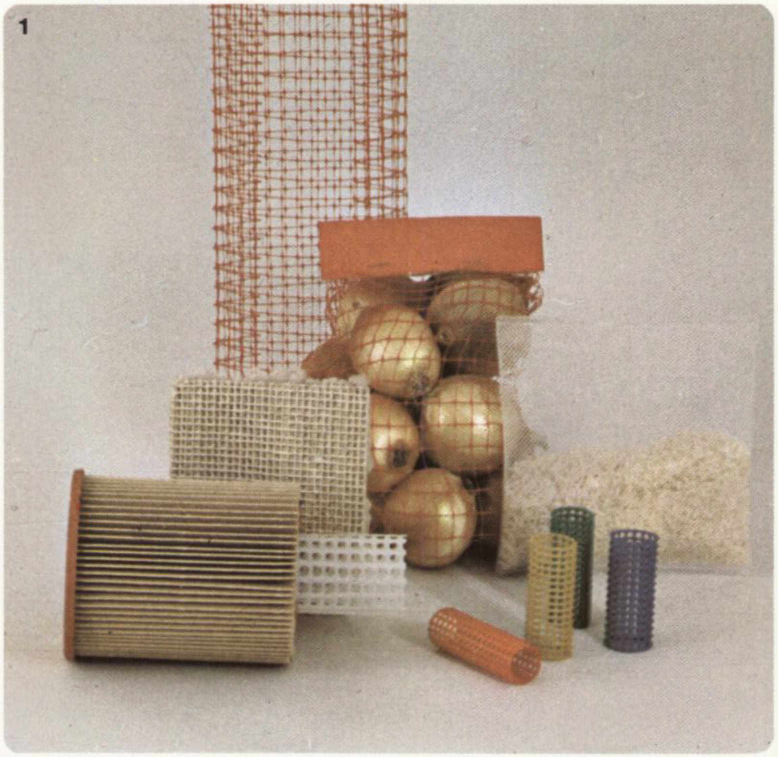
1 • extruded plastic mesh: A new product sold under the trademark *Rexwel* can be extruded into produce bags, automotive and industrial filters, carpet backing, clothing, hair rollers and many other products at a substantial saving to the manufacturer.

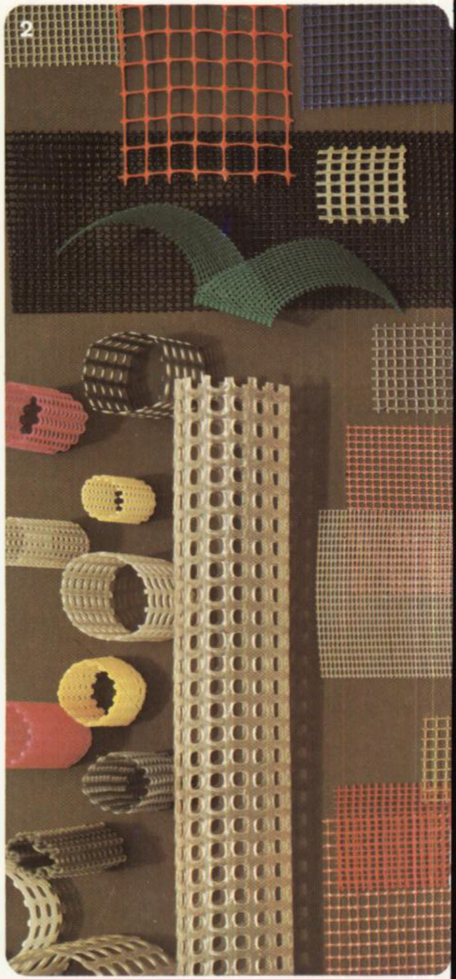
2 • any color, shape, or plastic: *Rexwel* can be extruded into almost any desired shape or form, providing a wide range of uses.

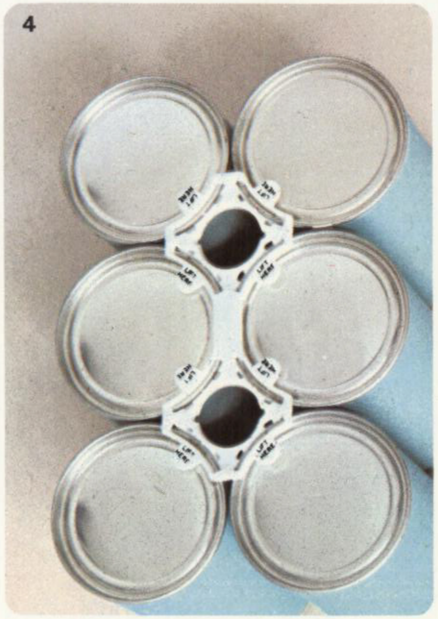
3 • plastic laminating: Two different film resins are simultaneously extruded to form a laminated film. This substantially cuts packaging costs. These laminates are used in packaging to retain the freshness and flavor of meat and other perishable foods.

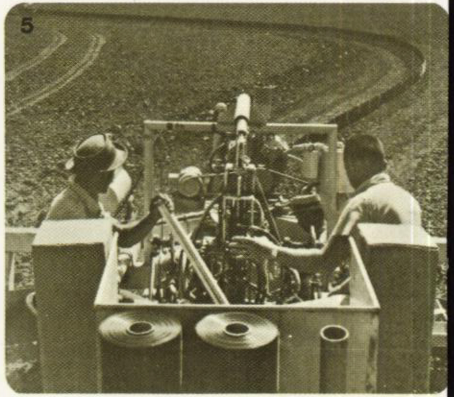
4 • four and six-pack plastic packaging: This device, trademarked *Combi-Clip,* is both cheaper than paper and easier to open. Capable of packaging 1,200 cans a minute, it will reduce manufacturers' packaging costs. Market test results indicate strong consumer appeal because of ease in handling and removal.

5 • polyethylene rice dikes: A thin polyethylene film, tractor laid, saves time and increases yield. It permits a greater use of rice acreage by eliminating earth dikes between paddies and permitting easier harvesting. These plastic dikes are replaced yearly.









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6 • European research headquarters: Sarex of Saint Sulpice, Switzerland, provides electronic and mechanical machine research facilities for new plastic products and processes. Centrally located, Sarex keeps abreast of new developments throughout Europe.

7 • new machinery for new processes: Sarex has developed many new products, including a collapsible plastic tube for cosmetics, medicines, or other products developed for the Company's White Metal Manufacturing Co.

8 • blow-molding machinery research: The machinery used to make Imco's plastic containers is developed at Kansas City, Missouri. By developing their own machines, Imco maintains leadership in the development of new plastic containers.

9 • film and injection molding research: At Woonsocket, Rhode Island, machine development work specializes in providing new high quality packaging film products for the Film Division and new products for Tupperware.

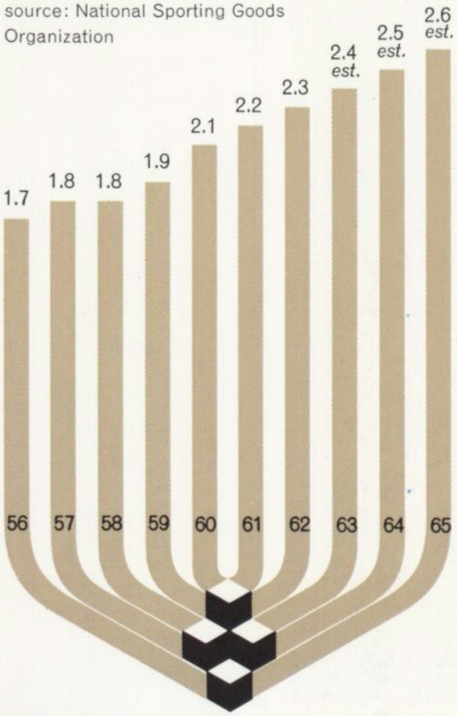
1 • 233 sporting goods products: These products are marketed under the *Seamless*, *Nemrod*, *Snark* and *Super K* trademarks.

2 • military rubber specialties: Seamless research has led to the development of unique rubber products like the skin diving suits worn by the Navy's paramedics.

3 • rubber surgeon's gloves: Seamless is a leading manufacturer of synthetic and natural rubber surgeon's gloves. *Kolor-Sized* surgeon's gloves are standard in a great number of hospitals throughout the world.

sporting goods industry growth

(sales in billions of dollars)
source: National Sporting Goods Organization



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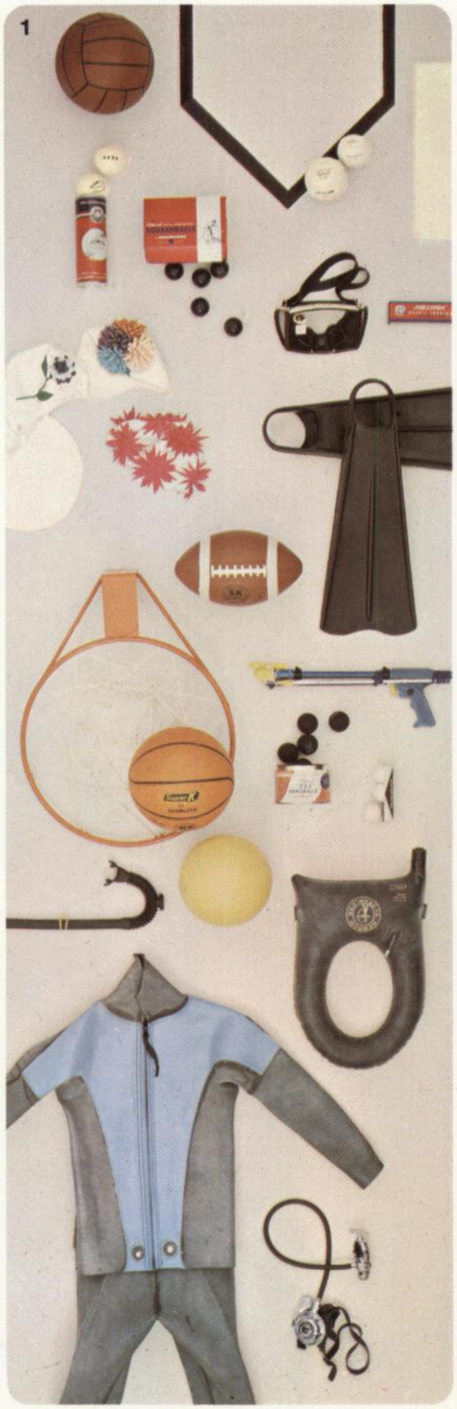

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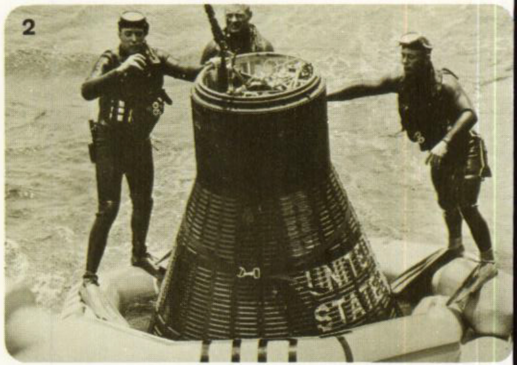

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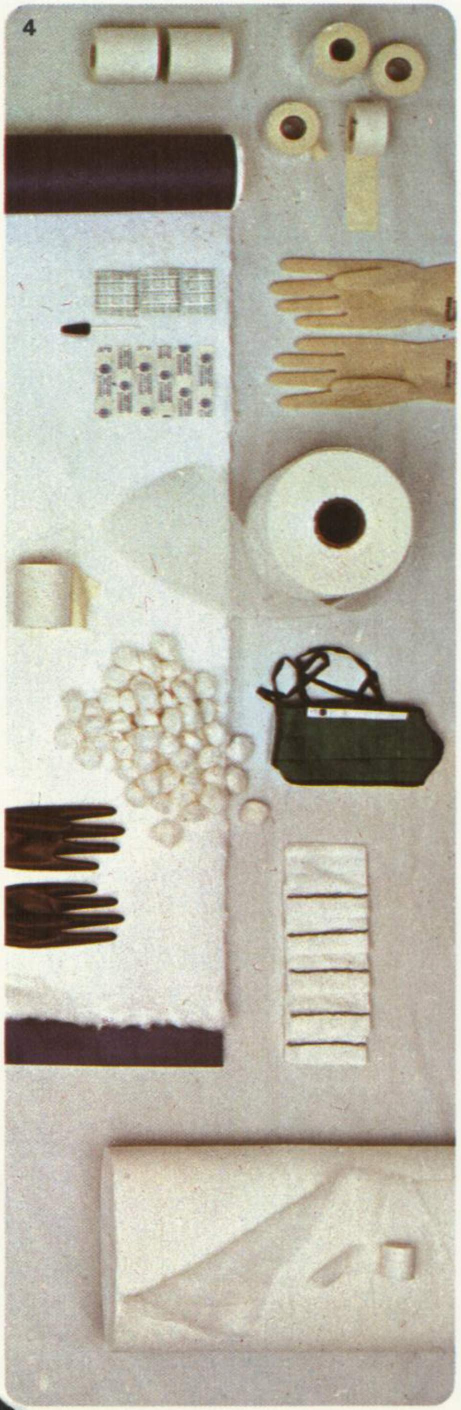

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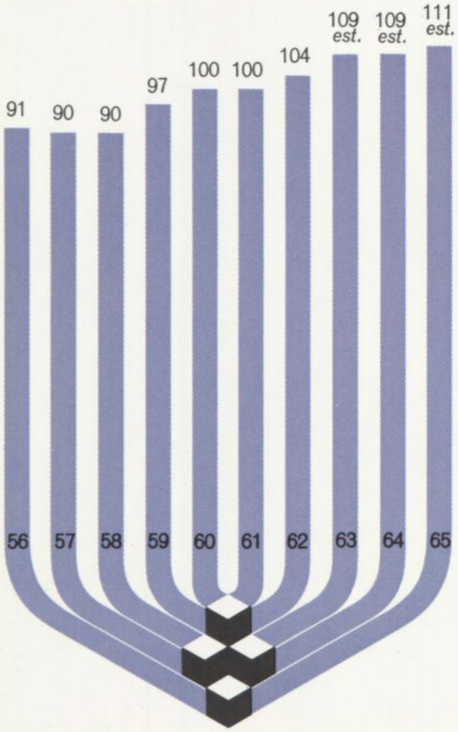
4 • 259 hospital and first aid supplies: Seamless has long been a leader in highly specialized hospital rubber products. The company also manufactures first aid products that are sold under the *Pro-Cap* and Rexall trademarks. Cotton products are manufactured by the Absorbent Cotton Company, a Valley Park, Missouri, subsidiary, under the Acco label.

5 • 445 rubber and plastic products: The country's largest manufacturer of drug store rubber products, Seamless provides a complete line to the Rexall Drug Products Group, as well as supplying other stores with merchandise under the *Seamless* trademark.

selected hospital supplies growth

(sales in millions of dollars)
Source: American Hospital Assn.; Modern Hospital; Modern Hospital Progress



1 • corrosion-proof plastic pipe systems: Krayloy/Chemtrol, a division of Consolidated Thermoplastics Company, manufactures plastic pipes, valves and pumps which are corrosion-proof, light weight and easier to install. As a result of these advantages, plastic pipe is now replacing metal in gas utility, chemical and water lines, and petroleum networks.

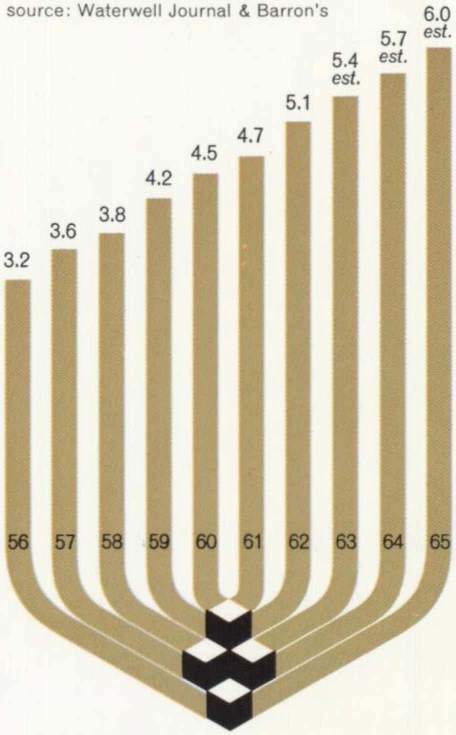
2 • corrosion-proof electrical conduit systems: Krayloy/Chemtrol was the first major plastic conduit manufacturer to receive Underwriter Laboratories listing for its line of conduit and fittings. This provides many opportunities in the construction field.

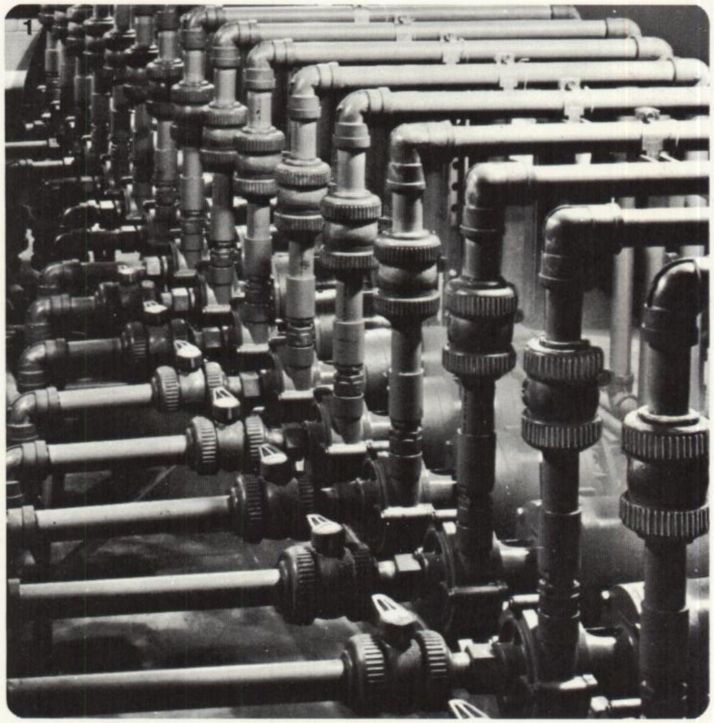
3 • complete accessories for piping and electrical systems: Krayloy/Chemtrol, provides all the necessary plastic fittings, valves and pumps so that entire systems may have the non-corrosive advantages of plastic.

4 • piping systems research: Kraloy/Chemtrol researches new plastic materials to use in piping and conduit systems. *El Rex* polypropylene, polystyrene and other new plastics are expected to play important roles in the future.

growth of plastic pipe industry

(sales in millions of dollars)
source: Waterwell Journal & Barron's





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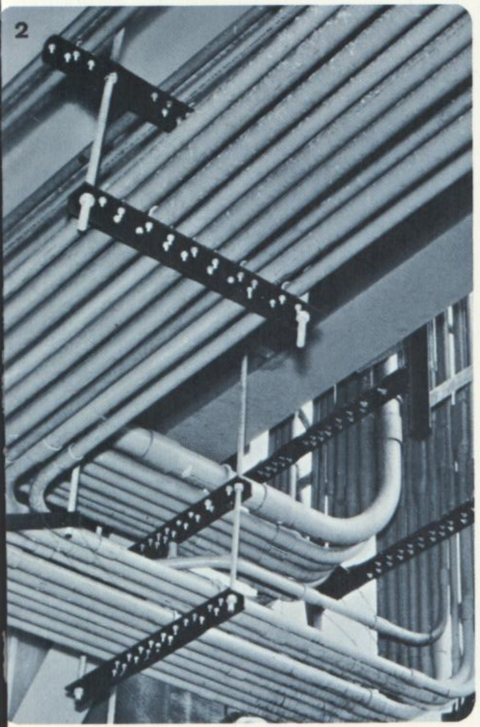

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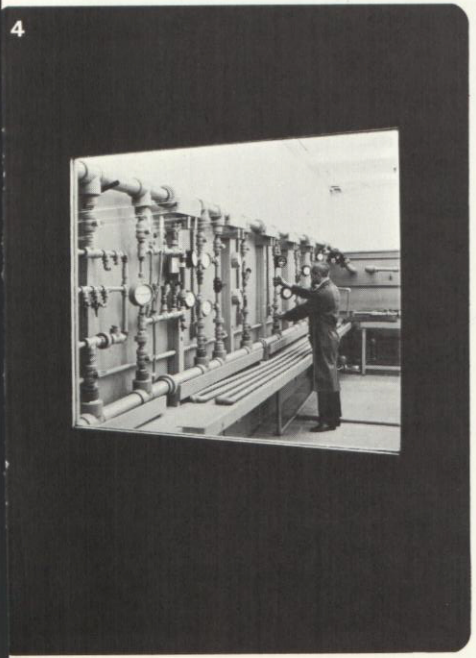

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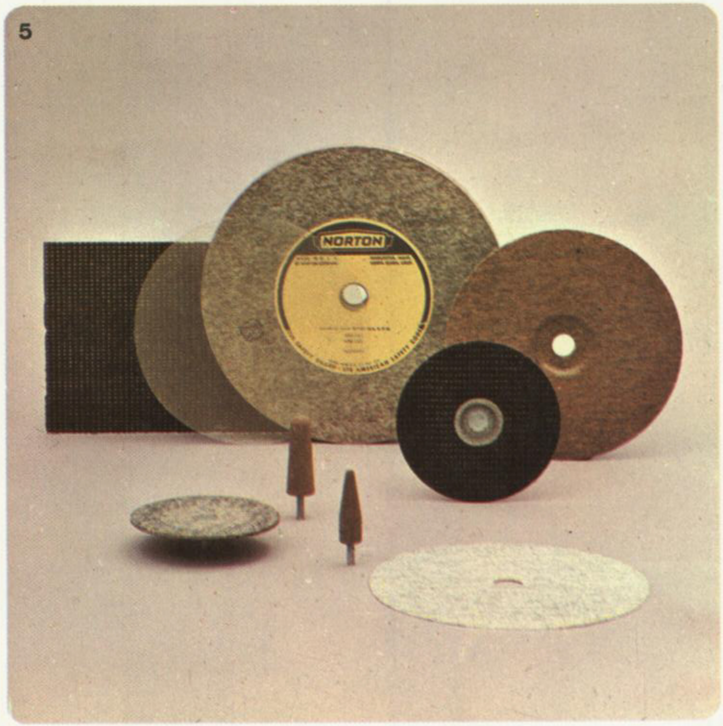

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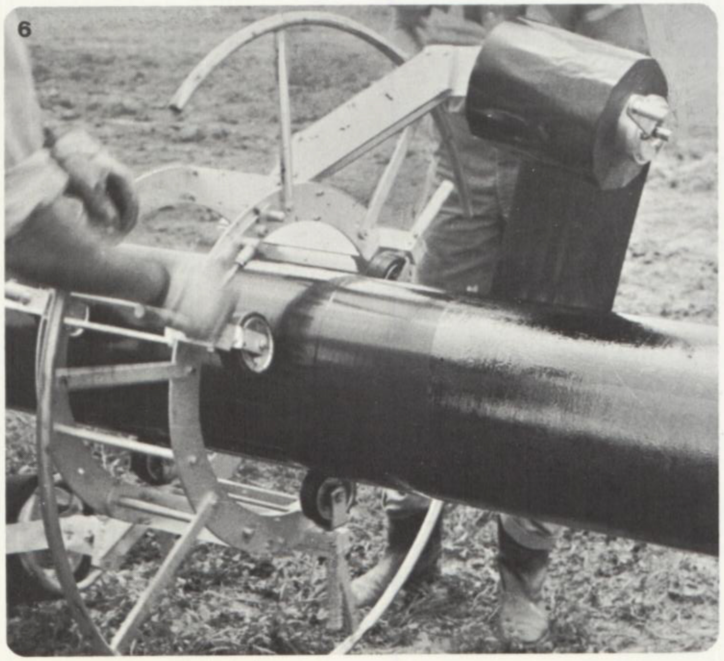


5 • industrial abrasives: In Fall River, Massachusetts, the United Cotton Products Company, a Seamless affiliate, manufactures abrasive products used in many industries.

6 • industrial tapes: Seamless' experience in rubber and adhesives served as a platform of expansion into polyethylene-coated tapes used to prevent corrosion in underground piping systems, such as gas transmission lines.

SALT

Tupperware*, the finest in airtight plastic food serving and storage containers, is sold through over one million home parties every year in the United States, Canada and abroad. The home party plan ensures personalized service and a demonstration to all customers. Satisfaction and repeat sales are the result.

1 • **Hamer Wilson,** *President,*
Tupperware Home Parties Group

2 • Norbert Baillen, *President,*
Tupperware Europe

3 • Robert A. Bodson, *European Sales Director,*
Tupperware Home Parties, Belgium

4 • G. Desmond Clancy, *Managing Director,*
Tupperware England

5 • William D. Clark, *Group Controller*

6 • Justin Dart, Jr., *President,*
Japan Tupperware Company Ltd.

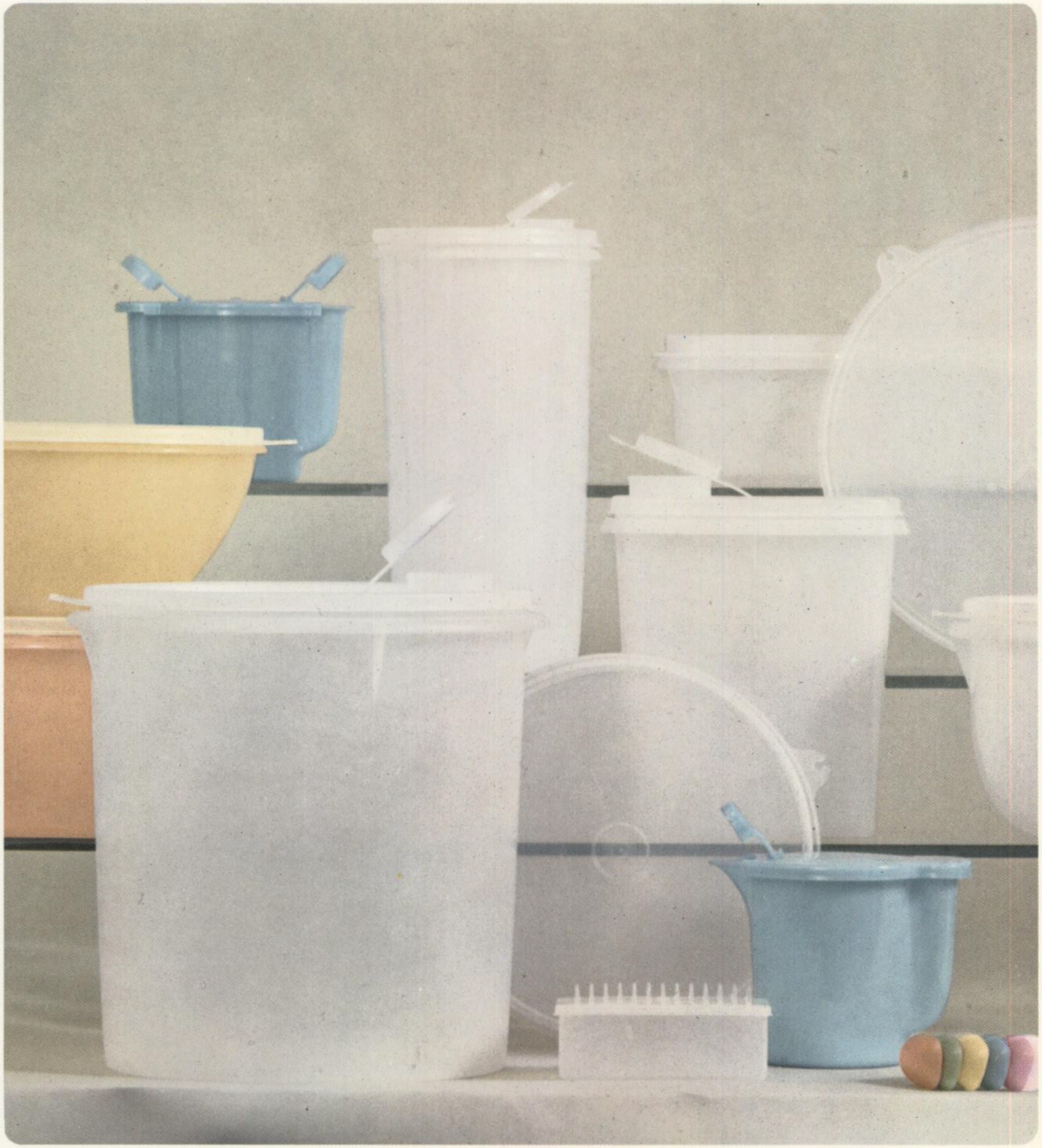
7 • John K. McCall, *President,*
Tupperware Home Parties Company, Canada

8 • Gary J. McDonald, *Executive Vice President,*
Tupperware Home Parties Company, U.S.A.

9 • Murray Welsh, *Managing Director,*
Tupperware of Australia Pty., Ltd.

**Trademark of the Rexall Drug and Chemical Company*

Tupperware success "Secrets": Quality production coupled with imaginative design gives *Tupperware* an immense technological lead, in the plastic housewares field throughout the world. Long-established reputation for quality insures consumer satisfaction, as does personalized service made possible by Tupperware's popular home party plan.



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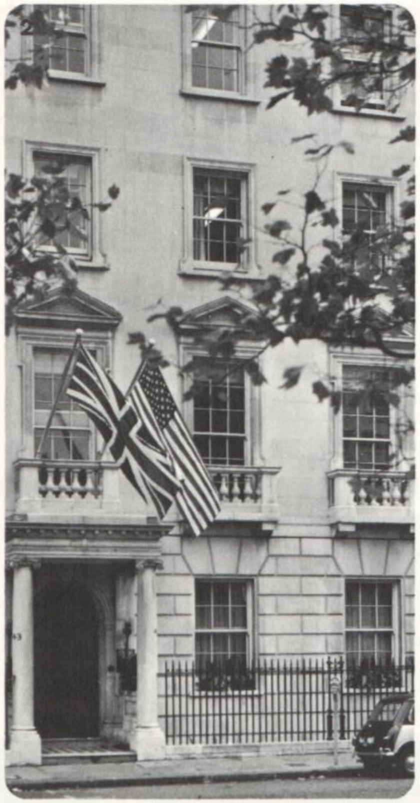

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1 • Tupperware home party: Since its adoption of the popular home party plan, *Tupperware* sales have spiraled upward. With unique adaptations, Tupperware home parties have become the modern, convenient, fun way to shop. Thousands of Tupperware salespeople and their customers share in its success.

2 • Tupperware, England: To supervise and train Tupperware dealers throughout the United Kingdom, Tupperware recently opened headquarters in London. The home party system that has been so successful in the United States is finding the same success abroad.

3 • World Headquarters—Orlando, Florida: Tupperware's world-wide sales headquarters is the center of sales supervision and training for Tupperware's sales organization. This 1,000-acre site includes a 2,000-seat auditorium for training of Tupperware dealers and managers in the United States.

Tupperware **everywhere:** Since its initial venture into the overseas market a few short years ago, Tupperware acceptance abroad has been extraordinary. Through the same popular home party plan that brought such rapid growth in the United States, the *Tupperware* trademark has become renowned in the principal countries of the world. The combination of Tupperware's quality service and the internationally famous air-tight seal promises even further expansion throughout the world in the years to come.

AUSTRALIA · AUSTRIA · BELGIUM
CANADA · DENMARK · ENGLAND · FRANCE
IRELAND · ITALY · JAPAN
LUXEMBOURG · NETHERLANDS · NIGERIA
NORWAY · PUERTO RICO
SCOTLAND · SWEDEN · SWITZERLAND
UNITED STATES · WEST GERMANY

SALT

Ethical Drugs • Riker Laboratories is a completely integrated pharmaceutical operation dedicated to better health through the discovery and supply of ethical drugs (medications sold predominantly on prescription and advertised only to physicians). Riker's growth is a combination of developing new products through research and selling to an expanding world market.

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1 • **George L. Maison, M.D., Physician,** *President, Ethical Drug Group*

2 • Norberto Berkhoff, D.Sc., Pharmacist, *Director Gerente, Evanston-Riker Argentina S.A.C.I.yF*

3 • Ronald E. Holmes, M.P.S., Pharmacist, *Managing Director, Riker Laboratories Africa (Pty) Ltd.*

4 • Deitrich R. Kettlehack, D.R.Nat., Pharmacist, *Geschaftsfuhrer, Kettlehack-Riker Pharma GmbH, West Germany*

5 • John A. Lumley, M.P.S., Pharmacist, *Managing Director, Riker Laboratories, England*

6 • Harold G. McWatters, PhmC., Pharmacist, *Executive Vice President, Riker Pharmaceutical Company, Canada*

7 • R. John Preiss, M.P.S., Pharmacist, *Managing Director, Riker Laboratories Australia (Pty) Ltd.*

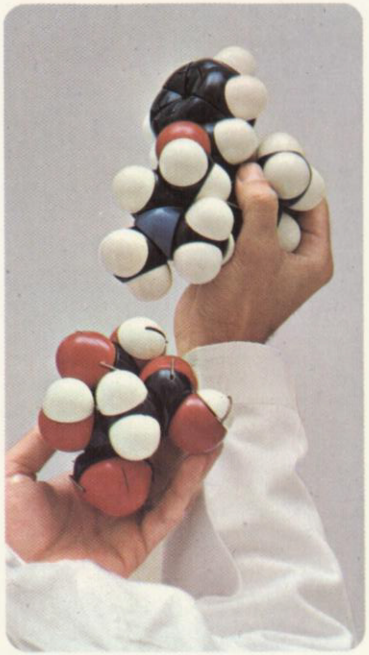
8 • Marcel Revesz, E.D., Economist, *Presidente, Hormofarma-Riker, S.A., de C. V., Mexico*

9 • Jacob W. Stutzman, Ph.D., M.D., Physician, *President, Riker Laboratories, Inc., U.S.A.*

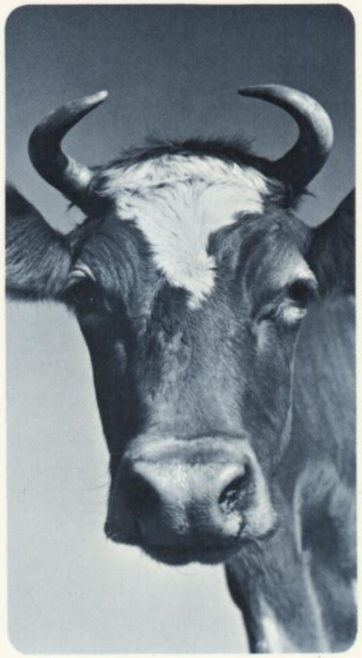
10 • Katherine I. White, M.P.S., Pharmacist, *Managing Director, Riker Laboratories (New Zealand) Ltd.*

RIKER—ETHICAL DRUGS

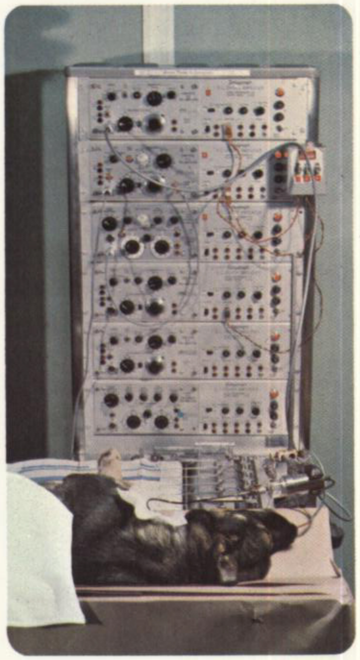
RIKER LABORATORIES *ethical drugs: a complete research, manufacturing and marketing operation*


ideas for products...

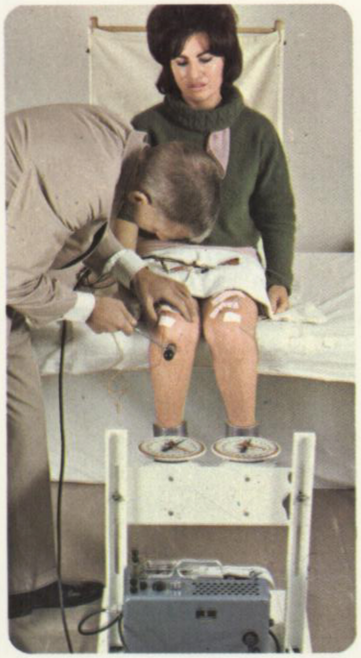
extracted from plant sources...

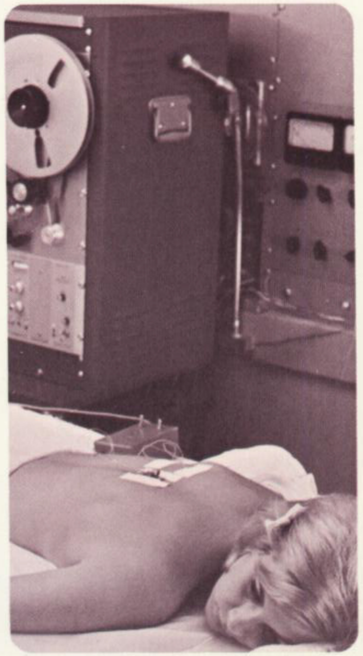

or animal tissue...

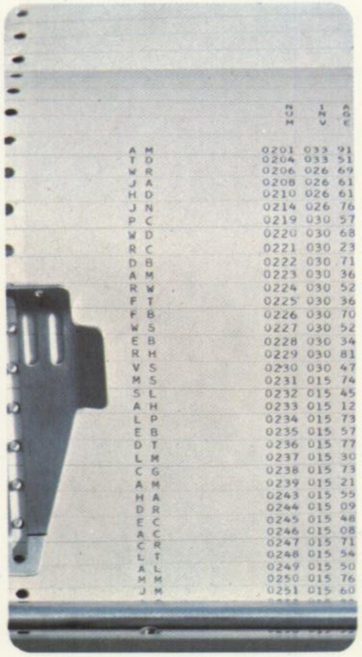
or synthesized from chemicals...


17 tests on anesthetized animals...

government reporting...

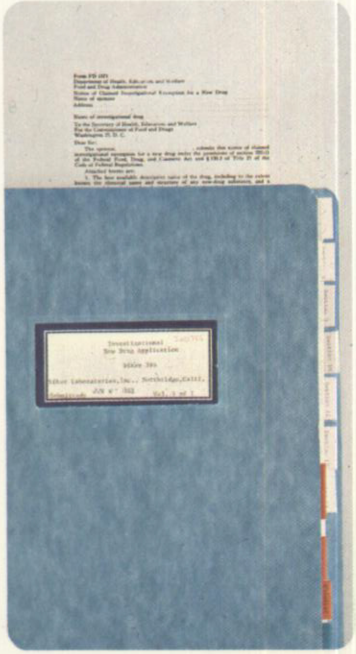

we try it ourselves...


to hospitals for tests...

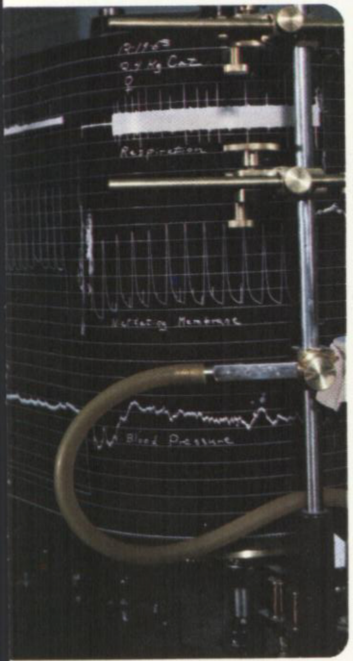

evaluate the results electronically...

```
                    N     I    A
                    U     N    G
                    M     V    E

A M               0201  033  91
T D               0204  033  51
W R               0206  026  69
J A               0208  026  61
H D               0210  026  61
J N               0214  026  76
P C               0219  030  57
W D               0220  030  68
R C               0221  030  23
D B               0222  030  71
A M               0223  030  36
R W               0224  030  52
F T               0225  030  36
F B               0226  030  70
W S               0227  030  52
E B               0228  030  34
R H               0229  030  81
V S               0230  030  47
M S               0231  015  74
S L               0232  015  45
A H               0233  015  12
L P               0234  015  73
E B               0235  015  57
D T               0236  015  77
L M               0237  015  30
C G               0238  015  73
A M               0239  015  21
H A               0243  015  55
D R               0244  015  09
E C               0245  015  48
A C               0246  015  08
C R               0247  015  71
L T               0248  015  54
A L               0249  015  50
M M               0250  015  76
J M               0251  015  60
```

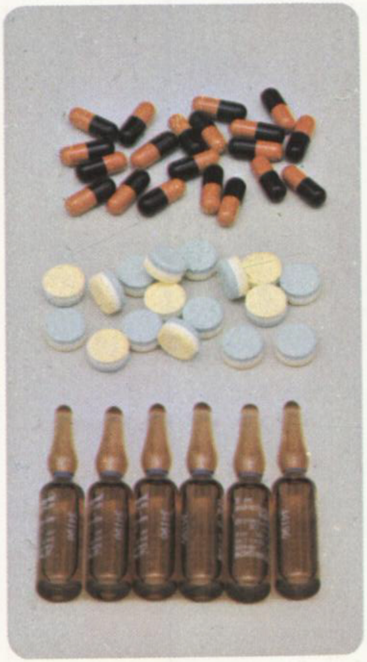

a New Drug Application...

to see if it works...

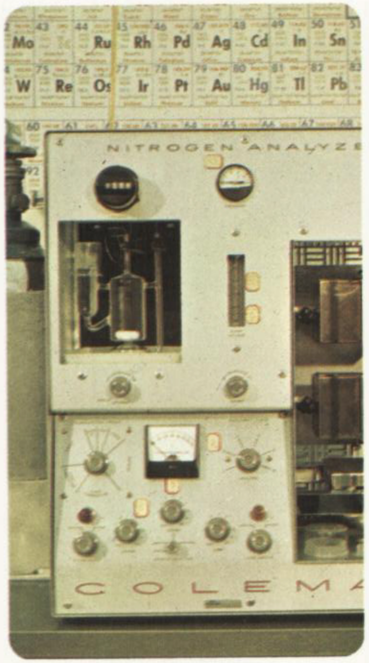

Respiration
Blood Pressure

to see if it is safe...

to develop the right dose and form...

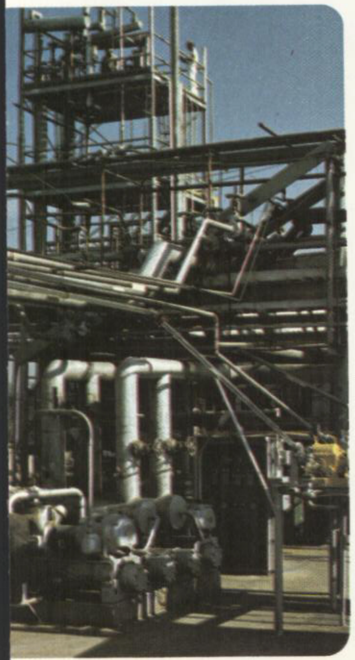


strict quality control...


Mo Ru Rh Pd Ag Cd In Sn
W Re Os Ir Pt Au Hg Tl Pb
NITROGEN ANALYZE
COLEMA

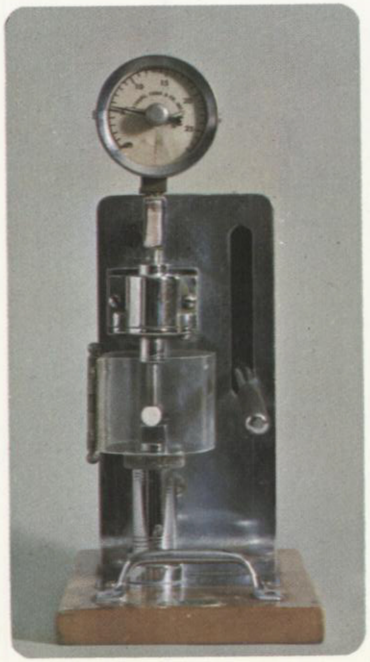
pilot production...

chemical manufacturing...

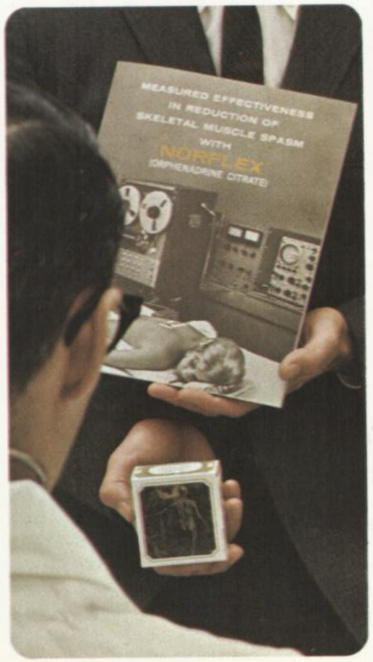


packaging...

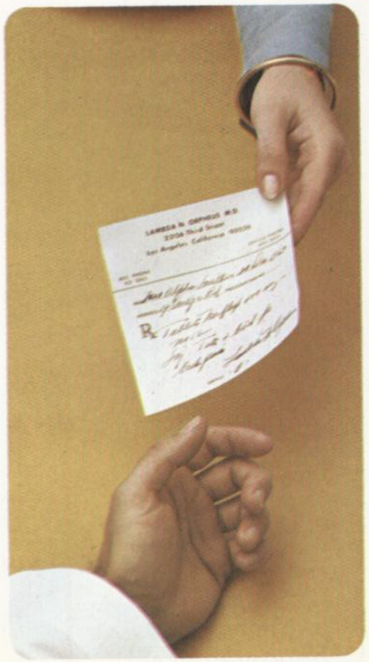
over 30 tests to insure quality...



informing the doctor about...


MEASURED EFFECTIVENESS
IN REDUCTION OF
SKELETAL MUSCLE SPASM
WITH
NORFLEX
(ORPHENADRINE CITRATE)

new discoveries for better health.



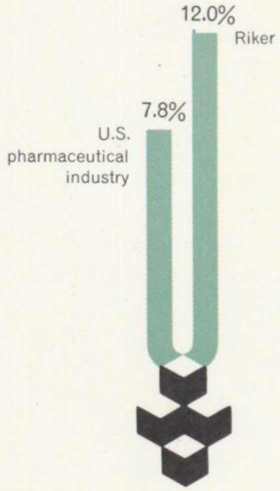
1 • **domestic research headquarters:** Riker's California facility offers a completely integrated pharmaceutical operation, including research, pilot plants, manufacturing and sales administration. One fifth of the headquarters building houses research facilities and 130 technical personnel are employed in this important work.

2 • **overseas research:** Expenditure for research in England will double in 1964 and will equal that of Riker, U.S. by 1966. The Riker plan envisions separated research centers as more productive than one large center. (Additional research facilities in West Germany and Australia are in the long range blueprint.)

3 • **animal pharmacology:** The use of animals in the search for new drugs and in the tests of the performance and safety of drug products is vital. Riker's research activities concentrate in the cardiovascular, the central nervous and the fat-handling systems.

research as a percent of sales

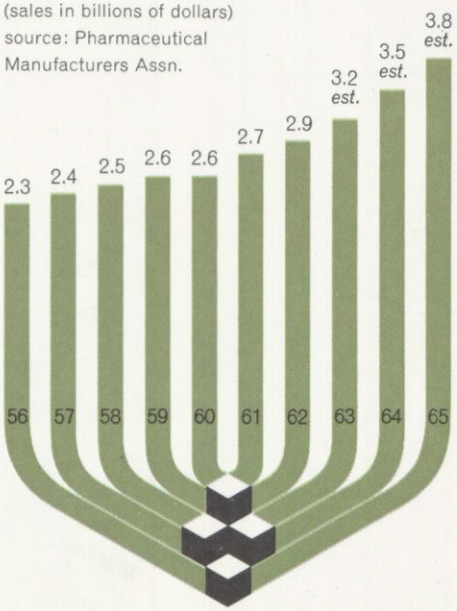
source: Pharmaceutical Manufacturers Assn.



4 • Riker products: Riker manufactures trademark specialties, most of which are sold throughout the world. Riker's major product lines include *Medihaler**, for relief of spasms due to asthma, emphysema and chronic bronchitis; *Norflex**, for the relief of muscle spasms; *Titralac** for relief of hyperacidity; *Rauwiloild** for reduction of mild hypertension; and *Lipo-Hepin**, an injectable anti-coagulant.

**Trademarks of Riker Laboratories, Inc.*

U.S. pharmaceutical industry worldwide ethical drug sales



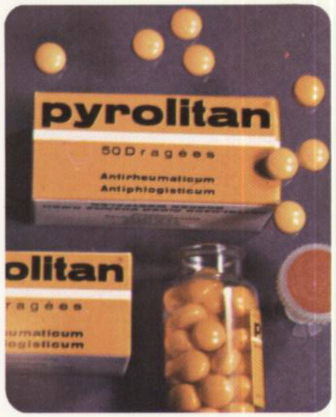
(sales in billions of dollars)
source: Pharmaceutical Manufacturers Assn.

Argentina • Laboratorios Evanston of Buenos Aires, which previously sold Riker products, through purchase, became Riker Evanston in 1962. Primarily concerned with informing physicians about Riker products, Riker Evanston does manufacture *Medihaler* products for Argentina. *Medihaler,* the first self-powered metered dose aerosol for internal use (1956), was designed and patented by Riker. Relief in seconds from bronchial spasms is provided by oral inhalation of the medication direct to the lungs.

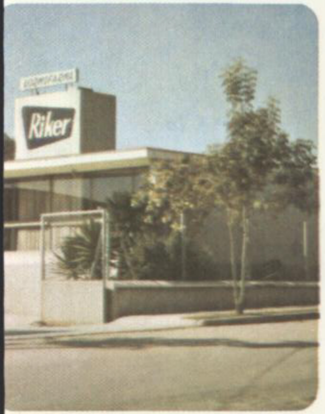
Australia • During 1963 Riker Laboratories (Pty.) Ltd. of Sydney acquired Toppin and Sons, a pharmaceutical manufacturer making generic pharmaceuticals. Riker products have been made on contract by Toppin since 1958. Growth of Riker in Australia has been so rapid that the plant must be expanded in 1964. Construction, enlargement and improvement of Riker facilities everywhere is a continuing process.

Canada • Riker's first company outside the United States, in Cooksville, Ontario, typifies the combined professional and personal character of Riker's international operations. Jean Morin, for example, has been detailing Canadian and French Canadian doctors for eight years. He is one of Riker's half thousand detailmen around the world who make over a half million calls on doctors every year describing the latest in product development.

Germany • Kettelhack-Riker Pharma GmbH is located in a pleasant village bordering the populous Ruhr. From Borken, Westphalia, Riker pharmaceuticals are shipped to all parts of West Germany. The *Pyrolitan* anti-arthralgics illustrate the importance of providing products with exceptional appeal in a particular country. *Pyrolitan* had an established market before Riker acquired its manufacturer in 1961.



exico • Hormofarma-Riker is he newest member of the world-vide Riker family. After beginning business in Mexico City in 1955, he company built its own modern aboratory and manufacturing acilities before joining Riker. ince the Mexican market is sub-tantial, Hormofarma-Riker prom-ses excellent long-term growth nder the strong leadership of the ne team developed by President arcel Revesz.



New Zealand • Riker possesses no manufacturing facilities at its Wellington headquarters, but New Zealand has the highest per capita consumption of Riker products in the world. This record is a tribute to Riker's only woman managing director, K. I. White, graduate pharmacist, who illustrates Riker's policy of finding qualified local citizens to direct its pharmaceutical operations in each country.

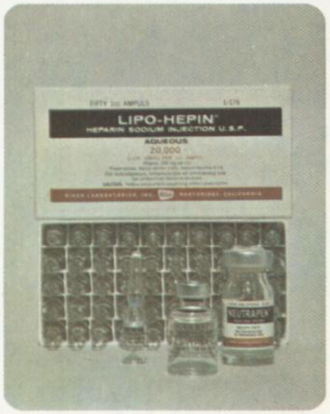
South Africa • One of the earliest Riker companies overseas, the South African operation with headquarters in Capetown is presently enjoying a marked increase in sales, which have almost tripled since 1960. Product usage by Africaans and English-speaking customers requires bilingual labeling. Riker product labels in varied designs appear in 14 languages for use in 95 different countries.

Riker
300 TABLETTE
TITRALAC*

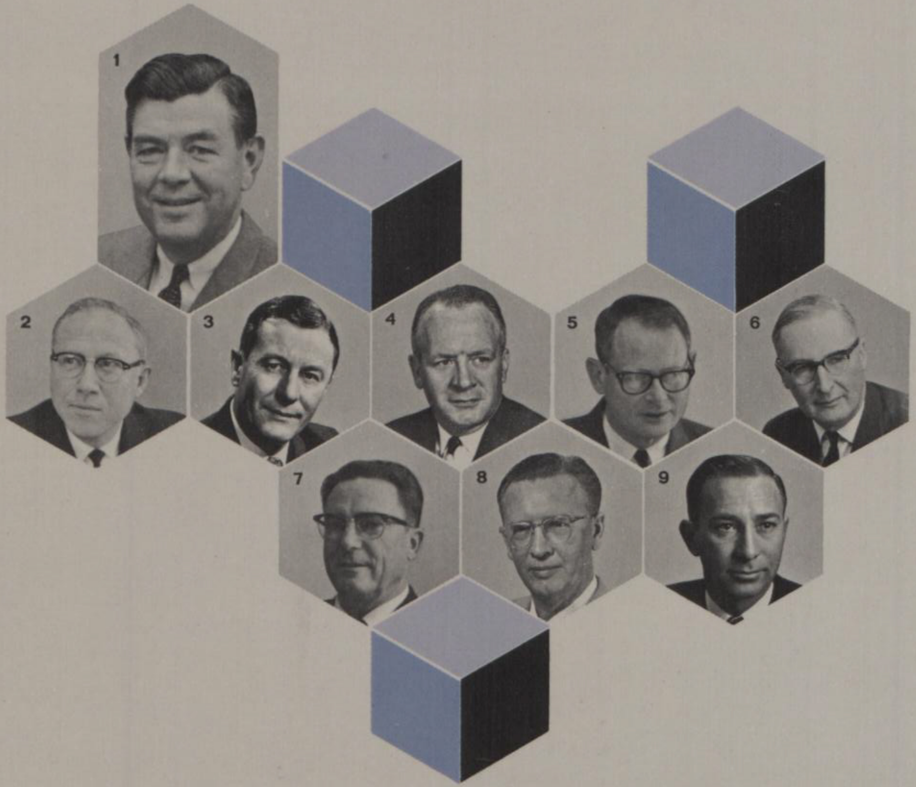
United Kingdom • The second-largest Riker company, recently broadened to include its own research facilities, is in the heart of the English Midlands in Loughborough, Leicestershire. Here Riker products are manufactured for use in the United Kingdom and for export to 88 countries around the world. Riker detailmen in countries where no Riker company exists look to Loughborough for their inspiration and technical guidance. Physical facilities in England now house the work of over 300 persons.

Medihaler
ADRENALIN
Medihaler-epi
Medihaler-iso
ISOPRENALIN
Medihaler ERGOTAMINE

United States • The original products of Riker are derived from chemical extraction processes. Thus the facilities at Northridge, California, include specialized apparatus for extracting drugs registered under trademarks: *Rauwiloid* (first product in the United States from the Indian root, Rauwolfia Serpentina); *Lipo-Hepin* (a highly purified form of heparin, the natural anticoagulant from animal tissues); and *Neutrapen* (a purified enzyme, to combat penicillin reactions, extracted from bacterial broth).



Rexall Drug Products, through the largest distribution system in drug retailing, provide a complete line of exclusive, high quality drug store products and the latest in merchandising techniques to approximately 12,000 Rexall franchised dealers here in the United States and Canada, and many more abroad.



1 · **John Bowles,** *President,*
Rexall Drug Products Group

2 · Robert H. Garrison, *Vice President,*
Research and Development

3 · John A. Mellon, *Managing Director,*
Rexall Drug Company S.A. (Pty) Ltd., South Africa

4 · James J. Murphy, *Vice President,*
Operations

5 · Edwin L. Ramsey, *Vice President*
Marketing

6 · Maurice Richardson, *Managing Director,*
Rexall Drug Company, England

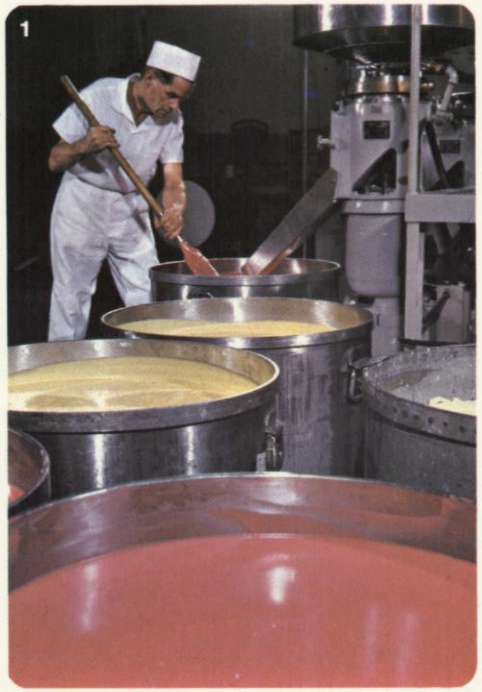
7 · Julian T. Rux, *Vice President,*
Warehousing

8 · Anthony B. Sand, *Group Controller*

9 · Howard K. Vander Linden, *President,*
Rexall Drug Company Ltd., Canada

Varied manufacturing capabilities: Rexall produces over 3,000 pharmaceutical, drug, vitamin, toiletry and cosmetic products under the Rexall trademark and provides special formula manufacturing for other companies in these and other areas, including household and automotive products and ethical pharmaceuticals. Rexall's capabilities include:

1 • ointments and creams
2 • capsules
3 • layered and press coated tablets
4 • coated tablets
5 • pressed tablets
6 • liquids
7 • powders

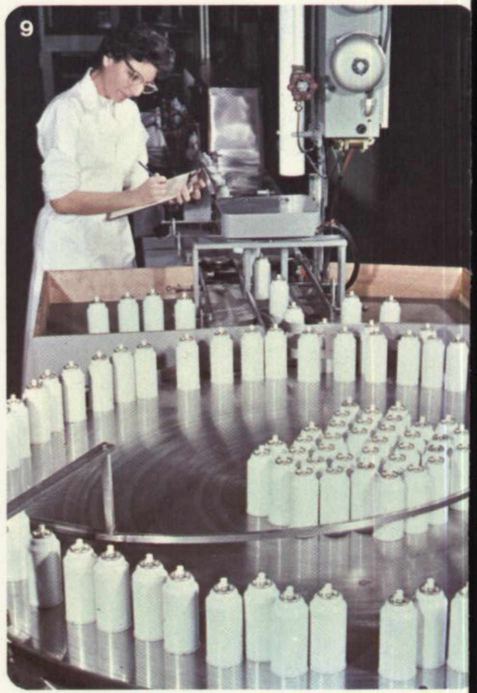


8 • Rexall Laboratories, St. Louis: Domestic manufacturing is centrally located at St. Louis, Missouri. Additional facilities in Cooksville, Ontario, Canada; Loughborough, England; Dublin, Ireland; and Port Elizabeth, South Africa, serve Rexall's international markets.

Complete packaging facilities: Rexall both manufactures and packages its own products. Large capacity, high-speed lines include:

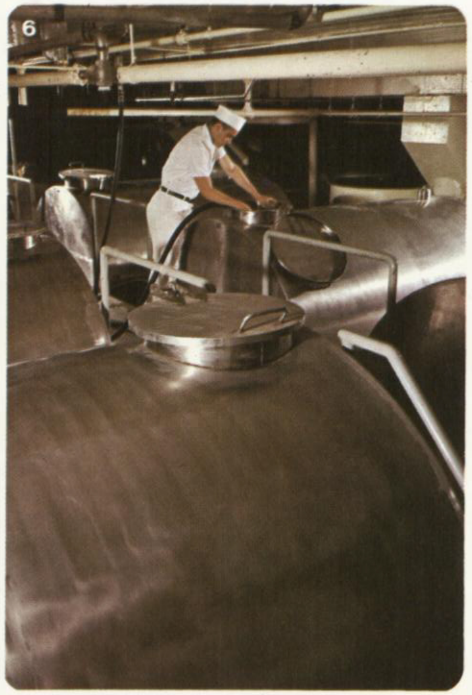
9 • aerosols
10 • jars
11 • packets
12 • bottles
13 • tubes

8
Rexall DRUG COMPANY



4

5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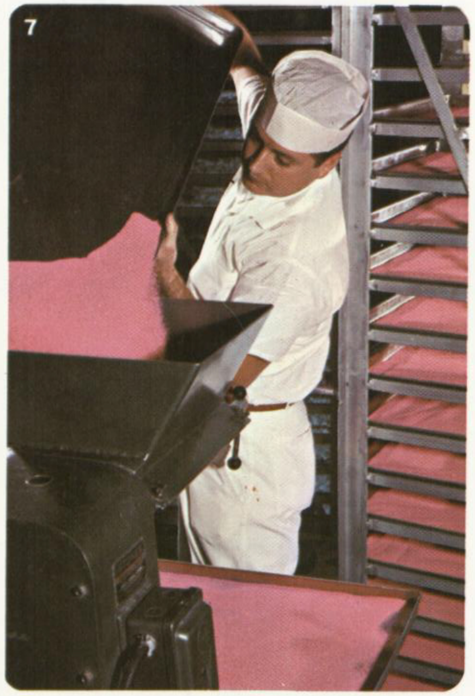
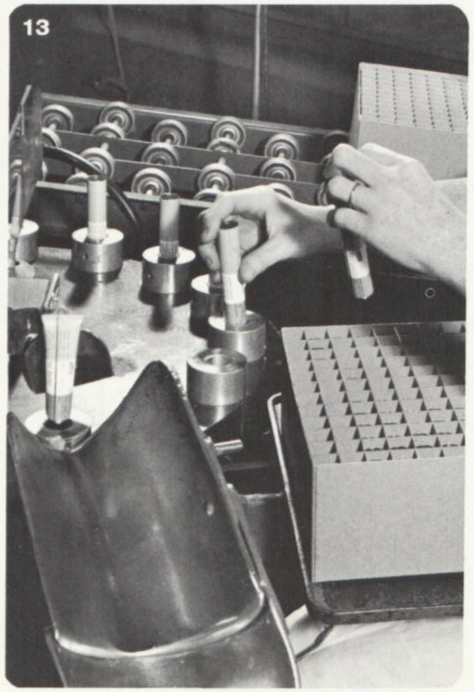

7

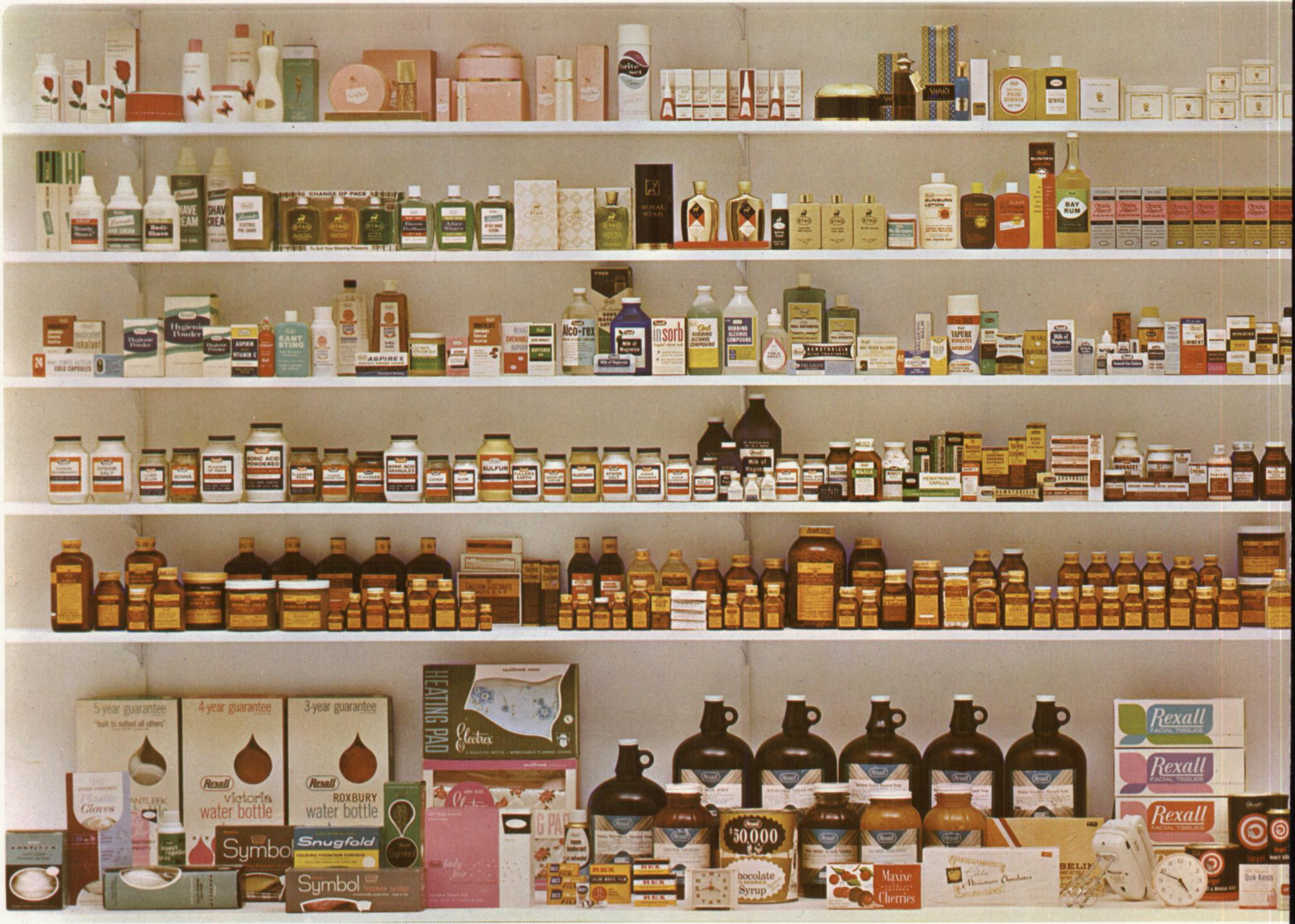
10

11

12


13

REXALL DRUG COMPANY *over 3,000 drug store products*



Rexall
Rexall
Rexall
FACIAL TISSUES
5-year guarantee
4-year guarantee
3-year guarantee
victoria water bottle
ROXBURY water bottle
Symbol
Snugfold
HEATING PAD
Electrex
$50,000
Chocolate Syrup
Maxixe Cherries
BAY RUM
SULFUR
BORIC ACID POWDERED
Milk of Magnesia
Alco-rex
ASPIREX
KANT STING
Hygienic Powder
STAG
ROYAL STAG
CHANGE OF PACE

FAST
Color Glory
Denturex
Fluoride
REXALL TOOTH PASTE
LIPAID
BABY CARE POWDER
BABY CARE SOAP
LOW CALORIE
Rex-Seltzer
REXALL ASPIRIN
NASPRIN
Controld
Revillana
No. 6 PINE OIL DISINFECTANT
BISMA-REX
SUPER ANAPAC
THRU
SUPER PLENAMINS
Panovite
GER-RITE
polymulsion
MINERAL OIL
WITCH HAZEL
CASTOR OIL
GLYCERIN
QUIK-PADS
Quik-Bands
COTTON BALLS
Quik Swabs
cotton squares
REX THERMOS
DRAFTING SET
IRISH LINEN
BLANKET
KUDDLE KITTY
baby talc
nursing pads
denture brush

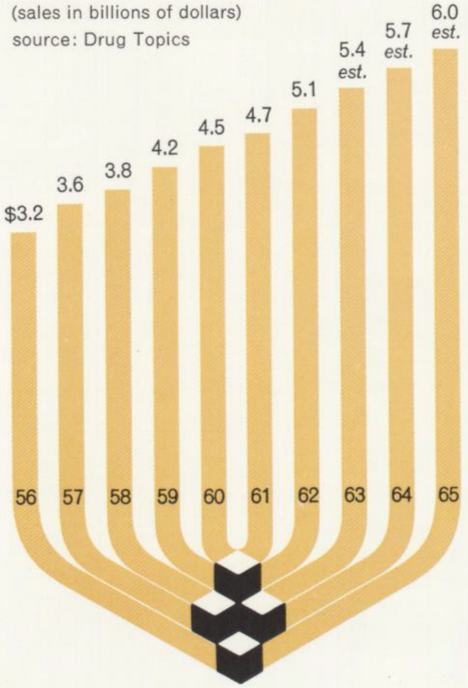
1 • product research: Quality drug products are developed and improved through research in Los Angeles, California; St. Louis, Missouri; Loughborough, England; Toronto, Canada; and Port Elizabeth, South Africa.

2 • quality control: Every Rexall product is subjected to extensive production tests, assuring product uniformity and quality. As a leader in quality control development, Rexall requires each of its products to undergo exhaustive tests, enabling Rexall to offer customers a guarantee of satisfaction or their money back.

3 • package design: Rexall packages more individual products than any other drug and cosmetic manufacturer. Rexall's retail experience and packaging know-how have combined to win numerous awards.

growth of drug store health and beauty aids

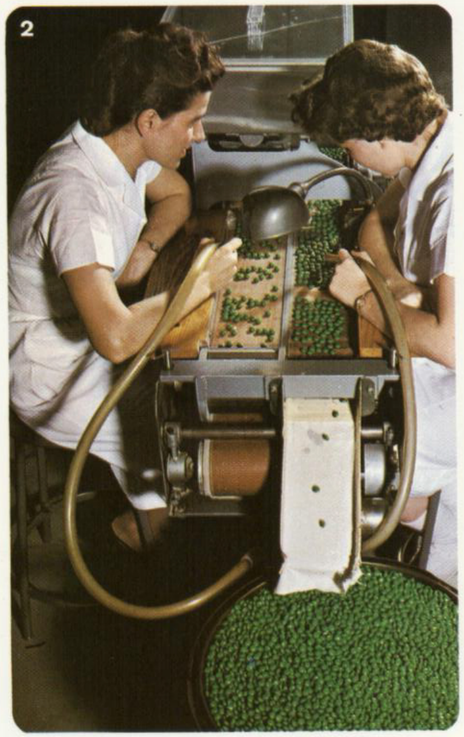
(sales in billions of dollars)
source: Drug Topics



1

Rexall
Tourista Liquid
SHAMPOO WITH BUILT-IN CONDITIONER
Tablets, Prenatal, Film Coated

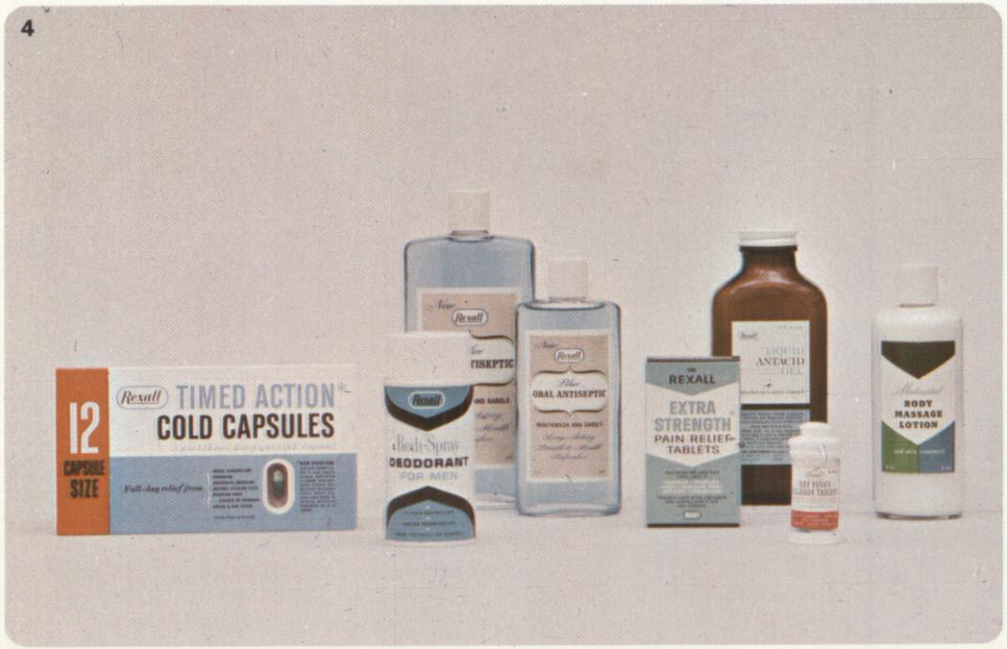
2



3

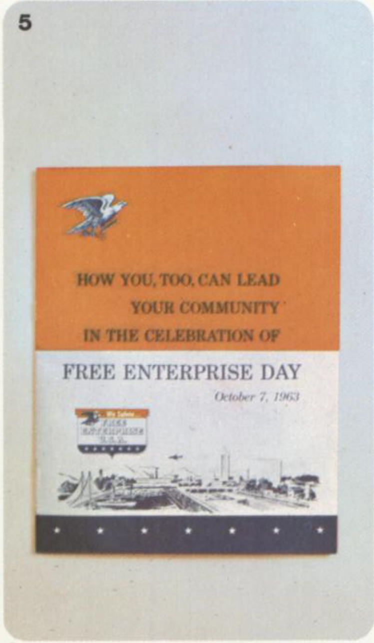
Rexall
Rexall
SPRAY STARCH

4



12 CAPSULE SIZE
Rexall TIMED ACTION COLD CAPSULES
Rexall
Redi-Spray DEODORANT FOR MEN
ORAL ANTISEPTIC
REXALL EXTRA STRENGTH PAIN RELIEF TABLETS
ANTACID
BODY MASSAGE LOTION

5

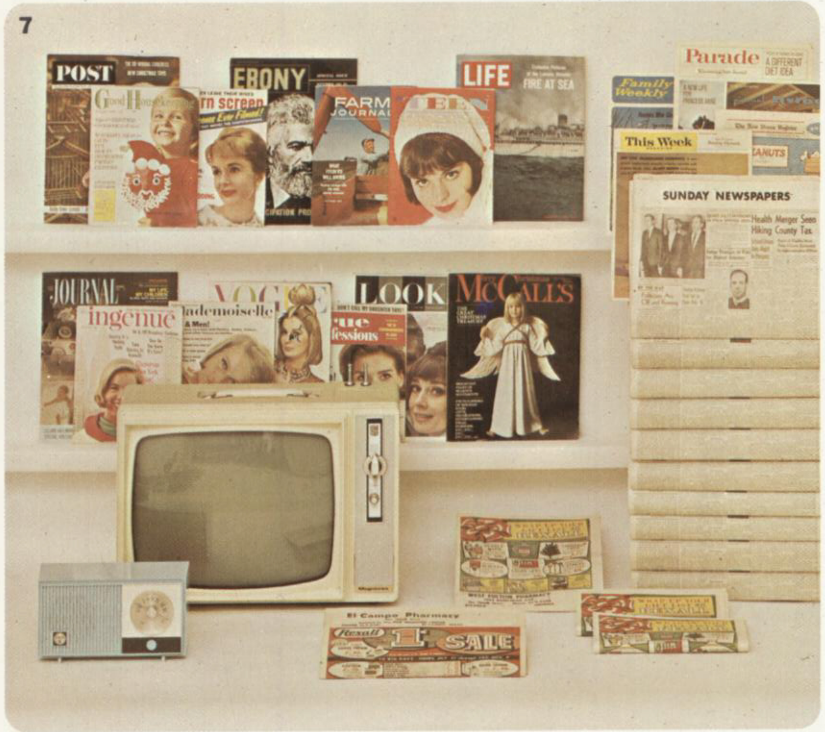


HOW YOU, TOO, CAN LEAD YOUR COMMUNITY IN THE CELEBRATION OF
FREE ENTERPRISE DAY
October 7, 1963

6

THIS WEEK MAGAZINE, PARADE, FAMILY WEEKLY, SUNDAY NEWS
Read our ad in...
Rexall 1¢ Sale
NOVEMBER 2 THROUGH NOV
CURLING RIBBON
STATIONERY

7



POST
EBONY
LIFE
FARM JOURNAL
Parade
Family Weekly
This Week
SUNDAY NEWSPAPERS
JOURNAL
ingenue
mademoiselle
VOGUE
LOOK
McCALL'S
El Campo Pharmacy
Rexall 1¢ SALE

4 • expanding market opportunities: Rexall provides its dealers (mostly independently owned) with the latest in drug products under the Rexall label. Often these products have exclusive product or packaging advantages for the druggist and the consumer.

5 • service: By providing service and becoming a leader in his community, the Rexall druggists build customer loyalty. Rexall works with its druggists in providing service programs which have recently included Free Enterprise Day, Get Out the Vote and Civil Defense programs. Rexall enthusiastically supports its dealers in their civic responsibility to their local communities.

6 • promotions — the best known Sale in retailing: Rexall introduced the 1¢ Sale over 50 years ago to acquaint the public with its line of products. The successful techniques involved are now used to develop other sales events throughout the year. Rexall provides its dealers with complete in-store display kits each month and for every Rexall sale event. Rexall's promotional techniques are being introduced abroad.

7 • advertising — over two billion impressions per year: Rexall continues to be the best known name in drug products and drug stores. This is due in large measure to its extensive advertising coverage. For example, distribution of 1¢ Sale circulars alone exceeds the combined circulation of Life, Look and Post. The advertising cost is shared equally with Rexall franchised dealers. Appropriate advertising is being introduced in Europe and ranges from full page newspaper ads in the United Kingdom to parades in Nigeria.

1 • contract manufacture of drugs, vitamins and cosmetics: Rexall's production facilities around the world are used to make products for some of the world's leading firms. Handled through its Carnegie Laboratories-division, this private-formula business insures maximum utilization of capacity. It offers private-formula customers Rexall's product research, manufacture and packaging experience and enables Rexall to provide its dealers with products at the lowest possible cost.

2 • diversification into non-drug areas: Automotive products, household detergents and cleansers are a few of the diversification opportunities for new Rexall products.

3 • England — headquarters for world-wide export: Rexall drug, cosmetic and vitamin products are manufactured in the United Kingdom and shipped to over 50 countries around the world. To accomplish this, labels are printed in 12 languages.

2

Rexall
Instant
SPRAY
STARCH

3

Rexall
Hi-Vi
sirop à anti-toux Bébés
BISMA-REX
Petrolatum
GOUTTES SUPER ...AMINS
STAG
BIOKETS Throat Lozenges
Super Plenamins
Codural
ANAPAX COLD TABLETS

1

FREE DRY SOFT WATER
KEY Rexall DRUGS
ALPHA BETA

2

WILLIAMS BROS
Rexall
DRUGS

3

Rexall DRUG
T G & Y

1 • shopping center site—a rare business opportunity: The trend in retailing continues toward shopping centers. Very seldom, however, is an institutionally financed lease available to an independent pharmacist. Rexall Realty Corporation, a Rexall subsidiary, signs the lease and provides adequate supplementary capitalization to stock and equip a modern shopping center drug store. In a relatively short time the pharmacist may acquire full ownership.

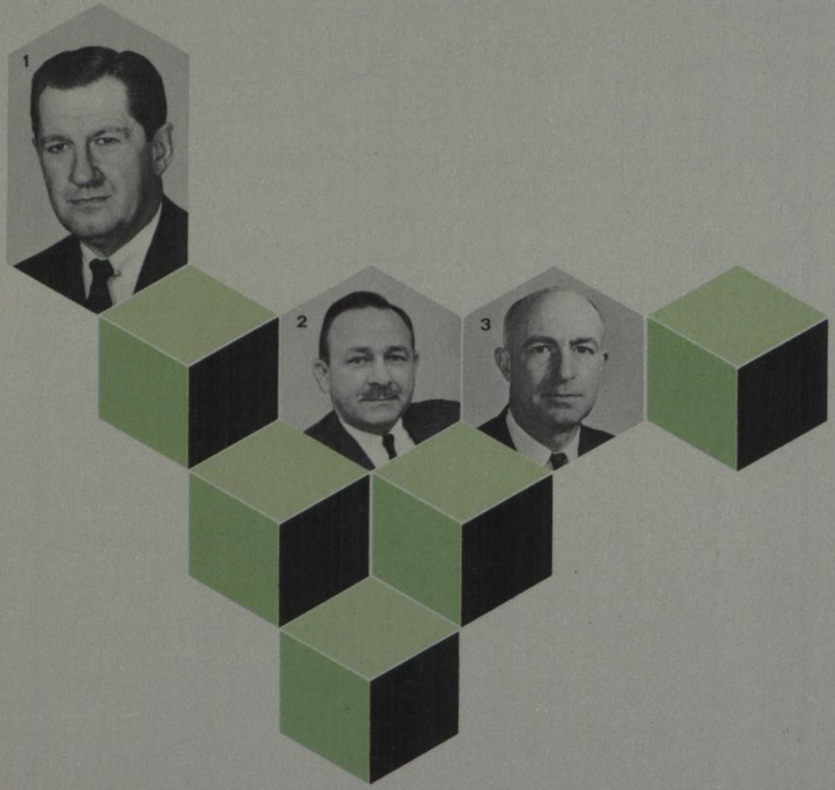
2 • total drug store planning: Under the Rexall partnership program a modern Rexall drug store is created. Rexall Realty Corporation selects the site, designs the store, supervises the installation, the merchandising and the continuing operation until the pharmacist has acquired the full ownership interest.

3 • better drug stores through the partnership plan: The pharmacist "partner" is the president and general manager of the newly created drug store corporation. This unusual arrangement provides the pharmacist an opportunity which he could not obtain otherwise. At the same time, the Rexall Realty program provides additional outlets for Rexall products and earns for Rexall a satisfactory return on investment.

Samuel C. Prusky, *President*
Rexall Realty Corporation

HOLLYWOOD BLVD.
7:27
7·27
VINE STREET
Coca-Cola
Rexall
DRUG KING
FOUNTAIN SERVICE
Rexall
DRUG KING
Coca-Cola
Coca-Cola
DRUG KING
Rexall
DON'T WALK
RUBBING ALCOHOL
Rexall
Rexall
PRESCRIPTIONS
HAIR SPRAY
38
50
SHAVE CREAM
64

Liggett—Drug King drug stores, Company owned, are geared to the increased demands of today's merchandising methods. These Rexall franchised stores, located on both coasts, are being converted into modern self-service super-drug stores.



1 · **Robert T. Beattie,** *President, Liggett-Drug King Group*

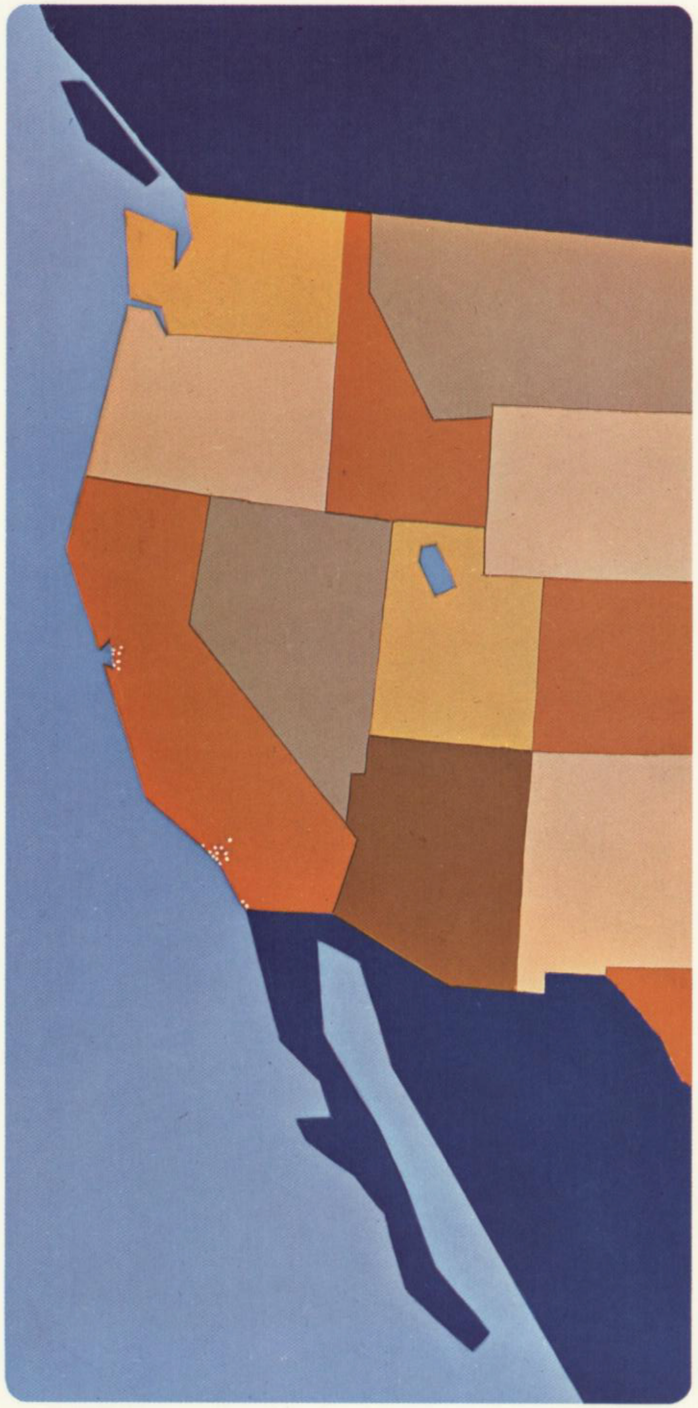
2 · Joseph H. Hecht, *President, Drug King, Inc.*

3 · Ira C. Kepford, *President, Liggett Drug Company, Inc.*

1 • 21 self-service drug stores: The Company has converted to high volume, profitable, super-drug stores with average per store sales in excess of one million dollars. These stores now provide an attractive return on investment.

2 • 10 Gales Coffee Shops: These fine restaurants are placed adjacent to many Drug King Stores, thus providing additional store traffic and increasing customer convenience.

map legend
○ DRUG KING DRUG STORES



1
DRUG KING
DRUG KING
DON'T WALK

3

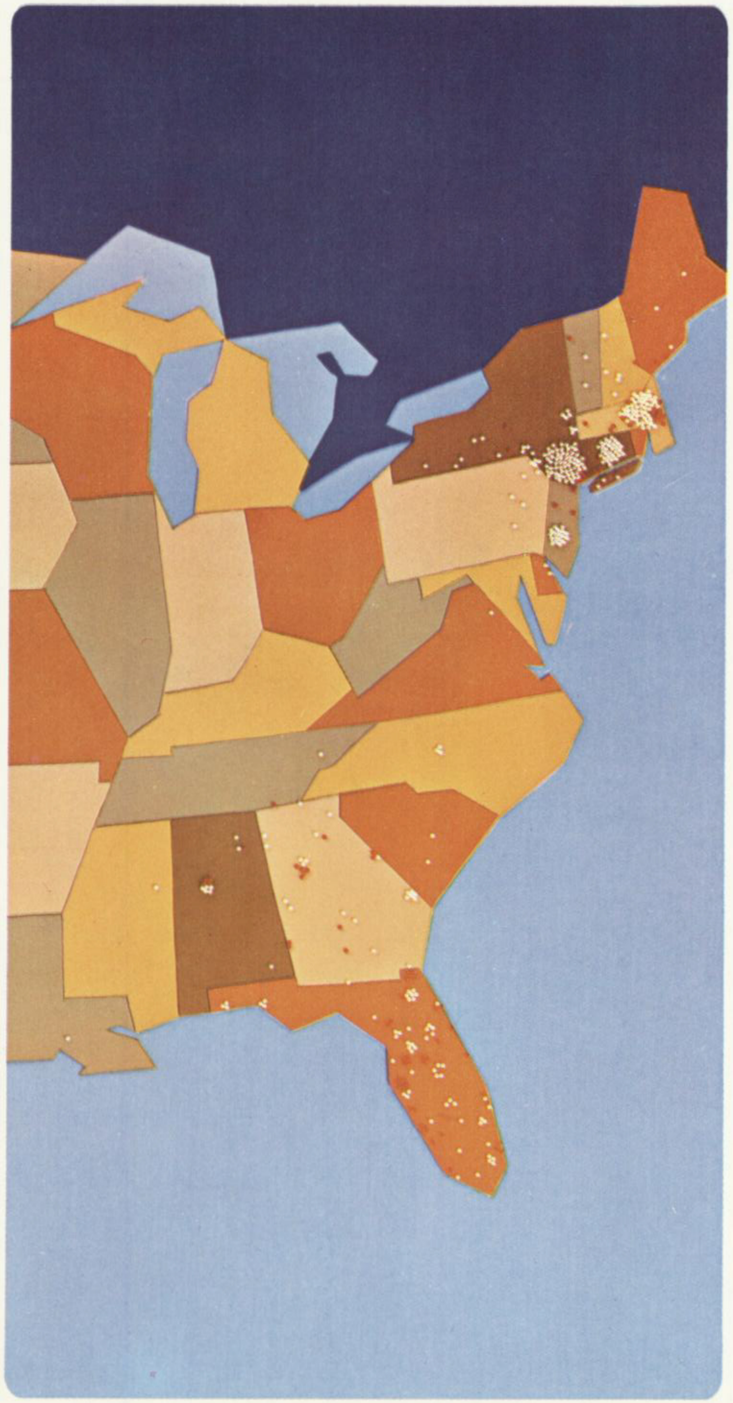
LIGGETT Rexall DRUG

4

LIGGETT Rexall DRUGS
OPEN SUNDAY
Prescriptions

5

LIGGETT Rexall



3 • 98 company owned Liggett Drug Stores: These stores, where appropriate, are being converted to self-service super-drug stores. They are, of course, outstanding examples of Rexall franchised stores.

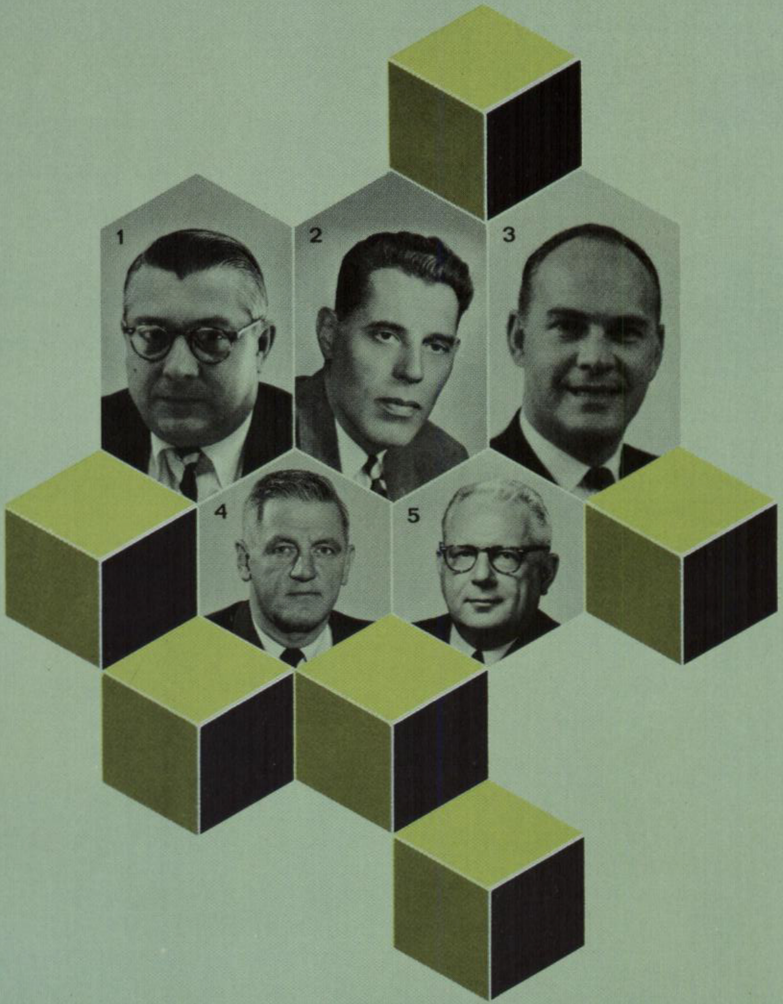
The reorganization of your Company's retail drug operation as outlined in last year's annual report is proceeding on schedule with the sale or disposal of thirty retail drug stores and corresponding reduction in investment and overhead. Profits of our retail operations showed a substantial improvement in 1963, and further improvement is forecast for 1964. Present indications are that the reorganization plan will be substantially completed in 1964.

4 • 288 Liggett Agency Stores: Liggett performs merchandising and buying functions, but does not own any Agency stores. These independent stores are Rexall franchised. They participate with Liggett in advertising and merchandising activities.

5 • headquarters and warehousing: Liggett's headquarters, buying office and warehouse are in Stamford, Connecticut. The company has a similar facility in Jacksonville, Florida.

map legend
● COMPANY OWNED LIGGETT STORES
○ AGENCIES

corporate staff



1 • **George J. Daly,** *Vice President, Profit Planning & Accounting*

2 • **Roland F. Hallett,** *Vice President and Treasurer, Long Range Planning & Financing*

3 • **Richard A. Parker,** *Vice President, Organization, Management Development & Industrial Relations*

4 • **Russell K. Bolton,** *General Counsel*

5 • **Benjamin H. Dorman,** *Secretary and Corporate Counsel*

statement of earnings and retained earnings Rexall Drug and Chemical Company and its consolidated subsidiaries.

INCOME	1963	1962
Sales, less returns, allowances and discounts	$280,511,000	$280,850,000
Gain on sale of capital stock of Consolidated Thermoplastics Company	1,613,000	1,164,000
Other income	1,969,000	1,045,000
	284,093,000	283,059,000
COSTS AND EXPENSES		
Cost of goods sold	162,708,000	172,658,000
Selling, distribution, promotional and administrative expenses	87,444,000	86,318,000
Depreciation	7,422,000	6,804,000
Interest on indebtedness	3,318,000	3,361,000
	260,892,000	269,141,000
Earnings before income taxes	23,201,000	13,918,000
Provision for United States and foreign income taxes	11,250,000	7,600,000
NET EARNINGS FOR THE YEAR	11,951,000	6,318,000
Retained earnings at beginning of year	47,471,000	52,148,000
	59,422,000	58,466,000
Dividends:		
Cash, 50¢ per share	2,318,000	2,247,000
Stock, 3%, 135,861 shares at $21.375 per share paid in March 1963 and 131,745 shares at $53.875 per share paid in March 1962	2,904,000	7,098,000
Provision for losses to be incurred as a result of the reorganization of certain retail operations, less estimated future tax reductions		1,650,000
	5,222,000	10,995,000
RETAINED EARNINGS AT CLOSE OF YEAR	$ 54,200,000	$ 47,471,000

See accompanying notes to financial statements.

statement of financial position

December 31, 1963 and 1962

Rexall Drug and Chemical Company and its consolidated subsidiaries.

	1963	1962
CURRENT ASSETS		
Cash and short term securities	$ 31,378,000	$ 34,456,000
Accounts and notes receivable, less reserve	38,364,000	34,927,000
Inventories, at cost or market, whichever lower	57,742,000	54,940,000
Prepaid expenses	1,030,000	1,080,000
	128,514,000	125,403,000
CURRENT LIABILITIES		
Accounts payable	14,540,000	16,320,000
Accrued compensation and taxes thereon	5,920,000	5,610,000
Other accrued expenses	9,294,000	9,576,000
Current instalments of long term debt	3,409,000	2,980,000
Estimated United States and foreign income taxes	6,988,000	4,889,000
	40,151,000	39,375,000
Working capital	88,363,000	86,028,000
INVESTMENTS, PROPERTIES AND OTHER ASSETS		
Investment in United States subsidiaries not consolidated, at cost less reserve	2,790,000	2,830,000
Other receivables, deposits and investments, less reserve	5,170,000	4,964,000
Properties, at cost less accumulated depreciation	70,872,000	63,454,000
Deferred charges	1,290,000	1,307,000
Intangibles, at cost less amortization	11,287,000	11,397,000
	91,409,000	83,952,000
Working capital and all other assets	179,772,000	169,980,000
LONG TERM DEBT AND OTHER DEFERRED LIABILITIES		
Long term debt, less current instalments	60,380,000	62,984,000
Deferred United States and foreign income taxes	7,300,000	5,100,000
Minority interest in consolidated subsidiaries	2,432,000	1,926,000
	70,112,000	70,010,000
Total net assets representing stockholders' equity	$109,660,000	$ 99,970,000
STOCKHOLDERS' EQUITY		
Capital stock of Rexall Drug and Chemical Company Authorized 10,000,000 shares, par value $2.50 each Issued 4,678,127 shares in 1963 and 4,533,849 shares in 1962	$ 11,695,000	$ 11,335,000
Capital in excess of par value per accompanying statement	43,817,000	41,216,000
Retained earnings per accompanying statement (Of the 1963 amount $5,607,000 is reserved for a 3% stock dividend of 140,175 shares payable March 6, 1964)	54,200,000	47,471,000
	109,712,000	100,022,000
Less cost of reacquired capital stock, 5,627 shares in each year	52,000	52,000
Total stockholders' equity	$109,660,000	$ 99,970,000

See accompanying notes to financial statements.

statement of capital in excess of par value

CAPITAL IN EXCESS OF PAR VALUE	1963	1962
At beginning of year	$ 41,216,000	$ 34,325,000
Excess of fair value over par value of capital stock issued as stock dividends, 135,861 shares in 1963 and 131,745 shares in 1962	2,565,000	6,768,000
Other credits	36,000	123,000
At close of year	$ 43,817,000	$ 41,216,000

See accompanying notes to financial statements.

opinion of independent accountants

PRICE WATERHOUSE & CO.

530 WEST SIXTH STREET
LOS ANGELES 14

February 24, 1964

To the Board of Directors of
Rexall Drug and Chemical Company

In our opinion, the accompanying statements present fairly the financial position of Rexall Drug and Chemical Company and its consolidated subsidiaries at December 31, 1963 and the results of their operations for the year, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year. Our examination of these statements was made in accordance with generally accepted auditing standards and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

Price Waterhouse & Co.

notes to financial statements
Rexall Drug and Chemical Company and its consolidated subsidiaries

1 • DETAILS OF STATEMENT OF FINANCIAL POSITION

	1963	1962
ACCOUNTS AND NOTES RECEIVABLE:		
Trade, including subsidiaries not consolidated	$ 36,914,000	$33,539,000
Others	2,999,000	2,855,000
	39,913,000	36,394,000
Less reserve	1,549,000	1,467,000
	$ 38,364,000	$34,927,000
INVENTORIES:		
Raw materials and supplies	$ 11,838,000	$ 9,940,000
Work in process	4,044,000	4,184,000
Finished merchandise	41,860,000	40,816,000
	$ 57,742,000	$54,940,000
PROPERTIES:		
Land	$ 2,384,000	$ 2,085,000
Buildings and building fixtures	21,587,000	19,705,000
Machinery and equipment	74,420,000	62,664,000
Store fixtures, leaseholds and improvements	7,572,000	8,755,000
Construction in progress	1,353,000	2,352,000
	107,316,000	95,561,000
Less accumulated depreciation	36,444,000	32,107,000
	$ 70,872,000	$63,454,000
INTANGIBLES, LESS AMORTIZATION:		
Excess of investments in businesses purchased over net assets acquired	$ 7,224,000	$ 6,950,000
Patents, licenses and trademarks, etc.	4,063,000	4,447,000
	$ 11,287,000	$11,397,000
LONG TERM DEBT, LESS CURRENT INSTALMENTS:		
Unsecured notes, 3⅜% to 5¾%, due in instalments to 1982	$ 54,633,000	$57,849,000
Real estate and other obligations	5,747,000	5,135,000
	$ 60,380,000	$62,984,000

Principal payments due in:

1964—$3,409,000 1965—$3,400,000

2 • BASIS OF CONSOLIDATION: All significant domestic and foreign subsidiaries are consolidated. The minority interest in income and losses of subsidiaries not wholly owned is not material in amount. Accounts of foreign subsidiaries are translated into U.S. dollar equivalents at quoted year end exchange rates except for property accounts and related items for which historical exchange rates are used. At December 31, 1963 net assets of such subsidiaries amounted to $22,167,000 of which $13,484,000 were net current assets. Undistributed 1963 earnings of consolidated foreign subsidiaries amounted to $3,054,000. Income taxes which may be incurred upon distribution of earnings of subsidiaries are provided when the distributions are made.

In 1963 and prior years Rexall sold minority interests in the stock of a consolidated subsidiary to El Paso Natural Gas Products Company and has granted an option for the sale of additional shares in 1964. El Paso will own a 50% interest when the 1964 option is exercised. Late in 1963 the Company sold its entire interest in Blum's; gain on the sale is included in other income.

3 • JOINT OPERATING AGREEMENT: The Company and El Paso Natural Gas Products Company are parties to a joint operating agreement whereby each party has an undivided one-half interest in plant and other assets related to the production and marketing of certain petrochemicals. The Company's share of the cost of these facilities is included in property accounts.

4 • TAXES ON INCOME: Claims for refund of United States taxes were filed in 1953 based upon the contention that the excess profits tax credits should be increased for the years 1940 to 1945, inclusive. In connection with such claims, waivers have been executed and are still outstanding as to certain such years. While final action has not yet been taken on the claims, the Treasury Department has made protective assessments of additional income taxes for 1942, 1943 and 1944 based principally upon substantial reductions claimed in the amount of income subject to excess profits taxes in those years. If the proposed adjustments giving rise to the protective assessments are approved, the reduction in excess profits taxes will substantially exceed the related income tax assessed, whereas disapproval of the proposed adjustments would substantially eliminate the basis for the additional income tax assessments. No amounts have been included in the financial statements with respect to these claims or the protective assessments.

The Company deducts accelerated and guideline depreciation on certain properties for tax purposes. Further, certain process development costs are deducted for tax purposes as incurred. Provision is made currently for taxes which will become payable in future years when book amortization and depreciation on a straight line basis will exceed amounts allowable for tax purposes. The 1963 provision for such future taxes amounted to $1,500,000. The increase applicable to foreign taxes due after one year was $500,000. The investment credit based upon completed facilities of domestic companies was not material in 1963.

5 • STOCK OPTIONS: Pursuant to a stock option plan as amended and approved by the shareholders and under other agreements, a total of 436,687 shares of capital stock of the Company are reserved for purchase by officers and employees under options granted or to be granted. The option price is the market price of the stock on the date options are granted. The options are not assignable and are generally exercisable cumulatively in ratable amounts over a period of ten years. The number of shares in all outstanding options are increased ratably with no change in the aggregate dollar amounts upon payment of stock dividends. Options for 75,858 shares were exercised prior to 1963. A summary of changes during 1963 is set forth below:

	Options Outstanding		*Options Exercisable*	
	Shares	*Amount*	*Shares*	*Amount*
Beginning of year	419,208	$13,464,000	58,401	$1,894,000
Adjustment for stock dividend	12,550		1,752	
Options granted or exercisable	20,500	782,000	44,796	1,337,000
Options exercised	(7,967)	(61,000)	(7,967)	(61,000)
Options canceled	(22,504)	(886,000)	(4,997)	(197,000)
End of year	421,787	$13,299,000	91,985	$2,973,000

At December 31, 1963 there were 14,900 shares for which options could be granted.

6 • EARNINGS AVAILABLE FOR DIVIDENDS: Under agreements covering long term debt $15,100,000 of the $54,200,000 of retained earnings at December 31, 1963 is not restricted as to payment of cash dividends. The agreements impose no restriction on the payment of stock dividends.

7 • COMMITMENTS AND CONTINGENT LIABILITIES: At December 31, 1963 the Company and its consolidated subsidiaries were committed under some 250 leases of operating real property expiring more than three years after that date with minimum annual rentals of approximately $4,865,000. Approximately one percent of this amount relates to leases expiring more than 25 years after December 31, 1963. Some leases are based upon a percentage of sales and nearly all require the payment of property taxes, insurance and maintenance in addition to the minimum rent. Provision has been made for estimated lease losses on properties no longer operated.

In addition, subsidiary companies have leased (with options to purchase) store fixtures for periods ranging from six and a half years to ten years, in most cases at aggregate basic rentals which over the lease periods approximate the cost of the fixtures plus carrying charges. The total annual rental payable is approximately $1,610,000.

Rentals for transportation equipment leased for periods extending beyond December 31, 1965 amounted to $1,202,000 per year at December 31, 1963.

Certain law suits have been filed against the Company. In the opinion of counsel, none of these suits is likely to result in significant liability to the Company.

8 • CAPITAL EXPENDITURES: It is estimated that capital expenditures for 1964 will be somewhat in excess of $16,000,000.

ten year
financial review

(in thousands of dollars)

Rexall
Drug and Chemical
Company
and its
consolidated
subsidiaries

FOR THE YEAR	**1963**
Net sales	$280,511
Depreciation	7,422
Taxes on income	11,250
Net earnings	11,951
Net earnings per share	2.56
Cash dividends per share	.50
Stock dividend	3%
AT YEAR END	
Working capital	$ 88,363
Property and equipment (net)	70,872
Total assets	219,923
Long term debt	60,380
Deferred liabilities	7,300
Stockholders' equity	109,660
Stockholders' equity per share	23.47
Number of shares of stock outstanding	4,672,500
Number of stockholders	22,217

Earnings per share is based upon the average number of shares outstanding during each year. The number of shares of stock outstanding, stockholders' equity per share, and earnings per share for 1962 and prior years have been adjusted retroactively to give effect to subsequent stock dividends.

1962	1961	1960	1959	1958	1957	1956	1955	1954
$280,850	$260,880	$242,557	$227,016	$ 182,371	$167,567	$155,633	$153,465	$176,138
6,804	4,473	3,800	3,520	2,437	2,049	1,814	1,929	2,151
7,600	9,050	8,400	8,400	5,300	4,600	4,600	4,850	3,300
6,318	9,581	9,360	8,753	6,305	4,614	4,474	4,066	3,267*
1.36	2.07	2.13	2.05	1.65	1.22	1.15	1.01	.80
.50	.50	.50	.50	.50	.50	.50	.50	.20
3%	3%	3%	3%					
								*excluding non-recurring special charges.
$ 86,028	$ 73,478	$ 71,641	$ 57,470	$ 55,146	$ 50,475	$ 46,200	$ 47,680	$ 46,252
63,454	60,759	35,469	33,081	26,015	20,162	18,207	17,639	17,869
209,355	195,982	158,762	135,865	119,735	97,083	90,968	89,689	86,868
62,984	54,180	38,698	29,931	31,161	24,354	21,434	22,903	22,702
5,100	3,250	950	450					
99,970	97,411	86,564	72,049	59,402	50,551	48,695	47,069	45,362
21.43	20.91	19.30	16.70	14.83	13.71	12.69	11.84	11.20
4,664,069	4,657,644	4,484,986	4,313,669	4,004,653	3,688,431	3,838,074	3,976,000	4,050,849
21,948	21,079	20,287	19,151	16,911	15,852	15,865	15,807	14,688

Rexall Drug and Chemical Company

CHEMICAL GROUP:

Ralph M. Knight, President

REXALL CHEMICAL COMPANY

Los Angeles, California

Paramus, New Jersey†

Ethylene, propylene, "El Rex" brand polyethylene and polypropylene resins:

Odessa, Texas†

"El Rex" brand polystyrene resins:

Holyoke, Massachusetts

Santa Ana, California

Pharmaceutical and fine chemicals:

Kearny, New Jersey

PACKAGING GROUP:

Donald H. Brewer, President

Plastic bottles, tubes, jars and specialty containers:

IMCO CONTAINER COMPANY*

Kansas City, Missouri

Belvidere, New Jersey

Cicero, Illinois

Goleta, California

Harrisonburg, Virginia

Jeffersonville, Indiana

Los Angeles, California

IMCO CONTAINER (CANADA) LTD.*

Cooksville, Ontario, Canada

Collapsible metal tubes and aerosol cans:

WHITE METAL MANUFACTURING COMPANY

Hawthorne, New Jersey

Indianapolis, Indiana

Closures for containers and tubes; custom molded products:

● **FARNUMSVILLE PLASTICS, INC.**

Farnumsville, Massachusetts

IMCO CONTAINER COMPANY*

Excelsior Springs, Missouri

CTP brand plastic film for packaging, insulation and coating:

FILM DIVISION – CONSOLIDATED THERMOPLASTICS*

Paramus, New Jersey

Chippewa Falls, Wisconsin

Salinas, California

Santa Ana, California

Woonsocket, Rhode Island

European packaging operations:

● **EUROPEAN PACKAGING AND PROCESSING**

Paris, France

IMCO CONTAINER COMPANY (England)

Golborne, England

● SOCIETE GANTOISE d'EXPANSION INDUSTRIELLE, S.A.

Ghent, Belgium

Machinery for new plastic products and processes:

NEW MACHINERY DIVISION

Kansas City, Missouri

Woonsocket, Rhode Island

SAREX

St. Sulpice, Switzerland

● **NEW IN 1963**

†Joint venture with El Paso Natural Gas Products Company

*Divisions or subsidiaries of Consolidated Thermoplastics Company, jointly owned with El Paso Natural Gas Products Company

New plastic products including mesh and laminates

● **NEW MARKETS DIVISION***
Los Angeles, California
Mahwah, New Jersey

Four and Six-pack plastic packaging:

● **COMBI-CLIP CO.***
North Hollywood, California

Corrosion-proof plastic pipe systems and electrical conduit:

KRALOY/CHEMTROL COMPANY*
Santa Ana, California

First aid, hospital, rubber and athletic goods:

THE SEAMLESS RUBBER COMPANY
New Haven, Connecticut

THE ABSORBENT COTTON COMPANY
Valley Park, Missouri

Industrial abrasive products:

UNITED COTTON PRODUCTS COMPANY
Fall River, Massachusetts

Manufacture of plastic housewares including food storage containers, bowls, dishes and specialty items:

TUPPERWARE COMPANY
North Smithfield, Rhode Island
Blackstone, Massachusetts

● **TUPPERWARE HOME PARTIES, LTD.**
Cowansville, Quebec, Canada

TUPPERWARE EUROPE S.A.
Erembodegem, Belgium

TUPPERWARE OF AUSTRALIA (Pty.) LTD.
Ferntree Gully, Australia

● **TUPPERWARE ENGLAND**
Wigan, England

TUPPERWARE HOME PARTIES:
Hamer Wilson, President

Plastic Housewares distributing organizations:

TUPPERWARE HOME PARTIES COMPANY
Orlando, Florida

TUPPERWARE HOME PARTIES LTD.
Toronto, Ontario, Canada

TUPPERWARE OF AUSTRALIA (Pty.) LTD.
Melbourne, Australia

TUPPERWARE ENGLAND
London, England

TUPPERWARE EUROPE S.A.
Brussels, Belgium

● **JAPAN TUPPERWARE, LTD.**
Nishinomiya City, Japan

RIKER ETHICAL DRUGS GROUP:
George L. Maison, M.D., President

Riker products for cardio vascular, central nervous, fat-handling, pulmonary and gastro-intestinal disorders:

RIKER LABORATORIES, INC.
Northridge, California

RIKER PHARMACEUTICAL COMPANY, LTD.
Cooksville, Ontario, Canada

RIKER LABORATORIES
Loughborough, England
Welwyn Garden City, England

RIKER LABORATORIES AFRICA (Pty.) LTD.
Observatory Cape, South Africa

RIKER LABORATORIES AUSTRALIA (Pty.) LTD.
Crows Nest, Australia
● Thornleigh, N.S.W., Australia

RIKER LABORATORIES (N.Z.) LTD.
Wellington, New Zealand

RIKER-EVANSTON ARGENTINA S.A.C.I.yF.
Buenos Aires, Argentina

KETTELHACK-RIKER PHARMA GmbH
Borken, West Germany

● **HORMOFARMA-RIKER, S.A. de C.V.**
Mexico City, Mexico

REXALL DRUG PRODUCTS GROUP:
John Bowles, President

Proprietary and ethical drugs, toiletries and cosmetics, hospital and rubber products and drug store sundries all sold under the Rexall label:

REXALL DRUG COMPANY
Los Angeles, California
St. Louis, Missouri

REXALL DRUG COMPANY, LTD.
Cooksville, Ontario, Canada

REXALL DRUG COMPANY S.A. (Pty.) LTD.
Port Elizabeth, South Africa
Johannesburg, South Africa

REXALL DRUG COMPANY
Loughborough, England
● Dublin, Ireland

Private formula drugs, toiletries, cosmetics, household and automotive products:

CARNEGIE LABORATORIES
New York, New York
St. Louis, Missouri

LIGGETT-DRUG KING GROUP:
Robert T. Beattie, President

Retail drug stores and restaurants:

DRUG KING, INC.
Hollywood, California

LIGGETT DRUG COMPANY, INC.
Stamford, Connecticut

REALTY
Samuel C. Prusky, President

Retail drug store financing:

REXALL REALTY CORPORATION
Los Angeles, California

TRANSFER AGENTS

Morgan Guaranty Trust Company of New York, New York

State Street Bank and Trust Company, Boston,

Bank of America National Trust and Savings Association, Los Angeles

REGISTRARS

The Chase Manhattan Bank, New York

The National Shawmut Bank of Boston, Boston,

United California Bank, Los Angeles

INDEPENDENT AUDITORS

Price Waterhouse & Co.

HEADQUARTERS

Rexall Square, 8480 Beverly Blvd., Los Angeles,
California 90054

FOR ADDITIONAL COPIES WRITE: *The President, Rexall Drug and Chemical Company, 8480 Beverly Boulevard, Los Angeles, California 90054*